FINANCE

There is a vast array of opportunities awaiting you in the finance industry. You may choose to work in corporate finance, commercial banking, insurance, real estate, investment banking or money management. Therefore, it is strongly recommended that you conduct research as well as network with others to explore your career-related interests.

Finance is a nice complement to any concentration; some of our more popular choices include Accounting, Marketing, Information Systems and International Management. Additionally, many students also seek minors outside of Questrom and interest can range based on the area most interested in. For all available minors, please visit the Boston University programs website found here.

For more information on required courses please visit HERE.

BANKING SERVICES

Banks accept deposits from customers, raise capital from investors or lenders, and then use that money to make loans, buy securities and provide other financial services to customers. These loans are then used by people and businesses to buy goods or expand business operations, which in turn leads to more deposited funds that make their way to banks. Possible career paths include Credit Analysts, Bill and Account Collections and Loan Officers.

SECURITIES & INVESTMENTS

Professionals in this career area work with securities purchased by intermediaries (like broker-dealers) for quick resale and investment securities like equities to make long-term investments. Other professionals focus on diversifying and growing finds for individuals or companies through asset management. This career cluster also includes fixed income analysts that value fixed income or debt securities, and analyze their interest rate risk, credit risk, and likely price behavior in hedging portfolios. Possible career paths include: Asset Management, Risk Management, Portfolio Managers, Investment Banking Equity and Fixed Income Research, Investment Banking: Sales/Trading/Capital Markets and Portfolio Management.

CORPORATE FINANCE

Corporate finance is the division of a company that deals with financial and investment decisions. Corporate finance is primarily concerned with maximizing shareholder value through long-term and short-term financial planning and the implementation of various strategies. Corporate finance activities range from capital investment decisions to investment banking and sourcing capital in the form of debt or equity.

Many Questrom students choose typical career paths associated with this major. However, some graduates choose unrelated careers that utilize skills and experiences developed during their years in college. Some fields may require further study or training. The listing below offers examples of possible career paths, but is not to be comprehensive or limiting.

- **Corporate Finance**
  - Financial Analyst
  - Financial Operations
  - Credit Analysis

- **Retail and Commercial Banking**
  - Credit Analyst
  - Loan Officer
  - Trust Officer
  - Mortgage Banker
  - Commercial Lending

- **Investment Banking (Sell Side)**
  - Financial Analyst
  - Risk Analyst

  *After a few years in these entry level roles typical paths include Execution Traders, Sales Traders, Hedge Funds, Venture Capital, Private Equity and Mergers and Acquisitions*

- **Asset Management (Buy Side)**
  - Junior Research Analyst
  - Fund Accountant
  - Portfolio Manager
  - Quantitative Analyst

  *Private Wealth Management, Private Banking, Asset Management and Personal Financial Management*

- **Real Estate**

- **Insurance**
  - Financial Analyst
  - Sales Agent
  - Junior Underwriter
  - Risk Analyst
  - Claims Specialist
  - Actuarial Analyst

- **Rotational Programs**
  - Capital Markets Finance Program
  - Consumer Banking Development Program
  - Asset Management Analyst Program
  - Commercial Real Estate Analyst Program
  - Corporate Analyst Development Program

**Rotational and Leadership Development programs are usually 2-3 year training programs that can be valuable for undergraduates to launch into their career. More information about the types of programs and the industries they are available in can be found on the Feld Center’s site HERE**
You can use your accounting degree in a number of different industries, below is a list of sample employers that recruit at Questrom and are looking for students who concentrated in finance:

- Accenture
- Bank of America
- Black Rock
- Citigroup
- Citizens Bank
- Deutsche Bank
- Duff & Phelps
- Fidelity Investments
- General Electric
- Hanover Insurance
- The Hartford Financial Services
- John Hancock
- JP Morgan
- Praxair
- PricewatehouseCoopers
- RBC Capital Markets
- Santander
- State Street Bank
- TD Ameritrade
- Thermo Fisher

**Questrom/BU Clubs:** Questrom/BU Clubs: Joining clubs is a great way to gain experience and build your professional network. Below are specific club(s) within Questrom for those interested in Finance. For a complete list of business specific Questrom Clubs, please visit here and for a list of BU wide clubs that offer organizations across larger interest areas ranging from health to nonprofits, please visit here.

- Finance and Investment Club
- Financial Planners Association
- Financial Modeling Club
- FinTech Club
- Personal Finance Club

Faculty Concentration Liaison: Ted Chadwick, Kathryn Griner, Keith Osher, Mark Roberts, and Mark Williams

**Professional Associations:** Professional Associations exist on the regional and national level. They host national conferences discussing relevant topics, networking events, training and professional development opportunities and other resources to prepare in various CFA and other exams. If you are interested in careers in finance here are some professional associations, you may want to consider joining:

- American Bankers Association
- American Finance Association
- Boston Women in Finance
- The Financial Planning Association
- National Association of Personal Financial Advisors

**LinkedIn Groups:** LinkedIn is a crucial part of anyone’s job search and networking strategy. Using LinkedIn groups, you can develop more targeted networks for various criteria including location, industry, function and more! Below is a list of sample LinkedIn groups finance concentrators may want to consider, for more assistance on using this feature please make an appointment with a UDC Career Advisor at bu.joinhandshake.com:

- Capital Markets, Private Equity & Global Finance Group
- Finance Plus: Private Equity, Venture Capital and M&A news