



# The Complete Guide to Careers in Business & Finance

365  Careers



**Eighteen high-paying job opportunities**



**Leveraging feedback from thousands of employees**



**Working hours information**



**Reputation ranking**



**Salary estimates**

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# Asset Management



## Short Description

*Use money to make money*

Asset Management is about managing clients' investments and providing them with strategies and expertise that allow them to achieve their goals and secure their financial future. In other words, asset managers are in the business of using money to make more money.

An individual or an institution is likely to approach an asset management firm when their investment income is substantial. In such cases, asset managers can offer expertise across a wide spectrum of asset

classes, namely stocks, bonds, commodities, real estate, private equity, etc. Large firms have branches all over the world and can offer geographical expertise as well. Given that asset managers follow these markets closely, they can offer high-quality advice and superior risk-return investments.

Clients receive a comprehensive service. Asset managers study their needs, create an actionable investment strategy, implement the strategy, and over-see its development over time.

*#investments #asset classes #portfolio management #risk-return #diversification*

## Your background



- Bachelor's / MBA Degree
- Prior experience in Financial Services (strong plus)
- Proven track record in quantitative sciences (Financial Econometrics and Math)



## You will become good at

- Financial Markets
- Equity / Fixed Income Research
- Portfolio Allocation

## Key interview questions



- If you had \$10 million right now, how would you invest it?
- What has driven financial markets in the past six months?
- Pitch 1-3 Stocks (You must provide a "Buy" or "Sell" recommendation)



## Tools you will need

Bloomberg	● ● ● ● ●
Microsoft Office	● ● ● ● ●
Statistics Software (e.g Matlab)	● ● ● ● ●

## What is it like?



Entry-level compensation (*)	<b>\$60k</b> Gross annual salary
Working hours (*)	<b>55-60</b> Working hours per week
Reputation (*)	★★★★★



## Top players



\*(1) The indicated entry-level compensations are before tax and exclude bonuses. \*(2) Working hours estimation has been carried out by considering the input of people working in the respective industry. However, these can vary significantly from Country to Country, Company to Company, and Manager to Manager. \*(3) We have assigned a reputation ranking based on our own research and perception.

# Consulting



## Short Description

*Solving managerial, financial, or operational issues*

Consultants are hired by companies to help them resolve a specific issue they are facing. The fact that they bring expertise, a set of heterogeneous experiences, and an outer perspective, makes their services popular.

Management consulting is the practice of helping firms improve their performance through corrections in their organizational structure, strategy, marketing, and so on.

Operational consulting, on the other hand, is about

tangible fixes that must be made in the company's operations and technology. Often, consultants' fees depend on the extent of operational efficiency they achieve.

Financial consulting is about the way companies spend and manage cash, along with the efficient use of capital throughout the whole value chain, as well as project financing, such as Mergers & Acquisitions (M&A) and organic expansion.

*#expertise #focus #client facing #time efficiency #customer relationship management*

## Your background



- Bachelor's / MBA Degree
- Outstanding academic achievement
- Strong analytical and problem solving skills



## You will become good at

- Business Analysis
- Problem-solving
- Communicating with clients

## Key interview questions



- Describe a project which challenged you.
- How many light bulbs are there in Manhattan?
- Describe your most important leadership experience.



## Tools you will need

- MS PowerPoint ● ● ● ● ●
- Interviewing client employees ● ● ● ● ●
- MS Excel & Visio ● ● ● ● ●

## What is it like?



**Entry-level compensation (\*)**

**\$75k**  
Gross annual salary

**Working hours (\*)**

**75-80**  
Working hours per week

**Reputation (\*)**

★★★★★



## Top players

McKinsey&Company

**BCG** BOSTON CONSULTING GROUP

**accenture**

**OLIVER WYMAN**

**BAIN & COMPANY**

**IBM**

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# Financial Advisory



## Short Description

*Preventing small leaks that sink great ships*

Financial advisory is a sub-segment of the Consulting industry. Firms operating in this market niche offer highly specialized services.

According to EY's CEO, "Consulting is a very broad and no longer particularly helpful term." He prefers using the word "advisory", instead of "consulting", when his firm provides services, like financial due diligence, financial forensics, valuation of equity stakes, risk management, drafting of IPO prospectuses, calculating of transfer prices, and others.

These activities occur rarely in a company's life and require skills that regular companies do not have. Financial advisors can contribute with their expert knowledge and ability to adapt to a challenging environment. This is a great school for entry-level finance practitioners, as it provides them with constantly changing environment and access to different client realities.

*#numbers #calculations #client facing #specialized knowledge #excel #corporate finance*

## Your background



- Bachelor's Degree
- Analytical Thinking
- Interested in Corporate Finance



## You will become good at

- Microsoft Excel
- Corporate Finance
- Adapting to a changing environment

## Key interview questions



- How would you value a company?
- How many light bulbs are there in Manhattan?
- Would you say you are a detail-oriented person?



## Tools you will need

MS Excel	● ● ● ● ●
Accounting & Financial Statement Analysis	● ● ● ● ●
MS PowerPoint	● ● ● ● ●

## What is it like?



Entry-level compensation (*)	<b>\$51k</b> Gross annual salary
Working hours (*)	<b>50-55</b> Working hours per week
Reputation (*)	★ ★ ★ ★ ★



## Top players



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# Private Equity



## Short Description

*Investing in “the companies of tomorrow”*

Searching for interesting businesses. Valuation of companies. Interviewing management and founders. Managing due diligence advisors. Deal structuring.

Monitoring of the business after it has been acquired..

Does it sound like an enticing career?

If the answer is “Yes”, you are reading the right page! The Private Equity industry as we know it today, is significantly larger, compared to what it was 20 years ago. Nowadays, pension funds, investment

banks, and high-net-worth individuals invest their money in private equity funds. The main idea is to use the money to acquire private or public companies, develop and improve their business, and then resell it at a considerable profit, given the typical investment horizon ranges between 5 and 10 years. Private equity investments are risky and very illiquid, and investors expect a significantly higher return, compared to some of the other asset classes.

*#investments #equity #corporate finance #industry expertise #screening #valuation*

## Your background



- Bachelor's / MBA Degree
- Genuine interest in business growth mechanisms
- Proven track record in Corporate Finance (preferably 1-2 years in Investment Banking)



## You will become good at

- Understanding what drives a Business
- Corporate Finance
- Negotiating and deal structuring

## Key interview questions



- Why do you want to work in Private Equity?
- What type of company would you go after?
- Is the market for small cap-deals likely to grow in the next six months?



## Tools you will need

MS Excel



Financial Modeling



MS PowerPoint



## What is it like?



 Entry-level compensation (\*)

**\$62k**  
Gross annual salary

 Working hours (\*)

**60-65**  
Working hours per week

 Reputation (\*)



## Top players

**KKR**



**TPG**

**Apax**  
PARTNERS

The **Blackstone** Group®

**THE CARLYLE GROUP**  
GLOBAL ALTERNATIVE ASSET MANAGEMENT

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# Investment Banking



## Short Description

### *Becoming the Wolf of Wall Street*

Investment banks are notorious for their highly competitive working environment and long working hours for junior employees. Nevertheless, they continue to be one of the prime destinations for talented Business and Finance graduates, given the excitement of working on “big deals” and the high pay scale that comes with the job.

At first, investment bankers operated as agents for companies and institutions that required debt or equity financing. They could connect these entities

with investors, enabling them to raise equity or debt. Several decades later, when many companies were tempted to grow in size by acquiring some of their peers, investment bankers started offering M&A advisory services.

At present, they are structured in a more sophisticated manner and facilitate various businesses. The four main areas of operation are Capital Markets, M&A, Sales & Trading, and Asset Management.

*#corporate finance #m&a #ipo #trading #brokerage #money #long hours #tight deadlines*

## Your background



- Bachelor's Degree
- A bright personality with good communication skills
- Genuine interest in investment banking



## You will become good at

- Industry screening
- Drafting sophisticated presentations
- Financial modeling and Valuation

## Key interview questions



- How do you value a company?
- How would you value a company with negative historical cash flow?
- Give us an example of a time when you went the extra mile.



## Tools you will need

MS Excel	● ● ● ● ●
MS PowerPoint	● ● ● ● ●
Financial Modeling	● ● ● ● ●
Bloomberg	● ● ● ● ●

## What is it like?



 Entry-level compensation (\*)

**\$63k**  
Gross annual salary

 Working hours (\*)

**75-80**  
Working hours per week

 Reputation (\*)



## Top players



J.P.Morgan



Deutsche Bank



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# Auditing



## Short Description

*Making sure that companies report their finances properly*

Every company has employees responsible for gathering its financial information and using it to produce useful financial statements.

A question then arises, "Who oversees whether companies comply with financial regulation guidelines and ensure they do not manipulate their financial statements?"

This is the task of auditing firms.

Since its introduction, the need for certain companies' financial statements to be audited by an inde-

pendent external auditor has been a cornerstone of confidence in the world's financial systems.

The benefit of an audit is that it provides assurance that management has presented a "true and fair" view of a company's financial performance and position.

All financial statements include a note from their auditor, which certifies (or doesn't) the credibility of the figures within the report.

*#assurance #reconciliations #accounting #verifications*

## Your background



- Bachelor's Degree
- Good understanding of Accounting principles
- Willingness to learn Financial Reporting standards



## You will become good at

- Accounting
- Financial Reporting Standards
- Financial Statement Reconciliations

## Key interview questions



- Tell me about a time when you solved a difficult problem.
- Why do our clients keep coming back to us?
- Why do you want to work in audit?



## Tools you will need

Interviewing client employees



MS Excel



ERP Systems



## What is it like?



 Entry-level compensation (\*)

**\$45k**  
Gross annual salary

 Working hours (\*)

**45-50**  
Working hours per week

 Reputation (\*)

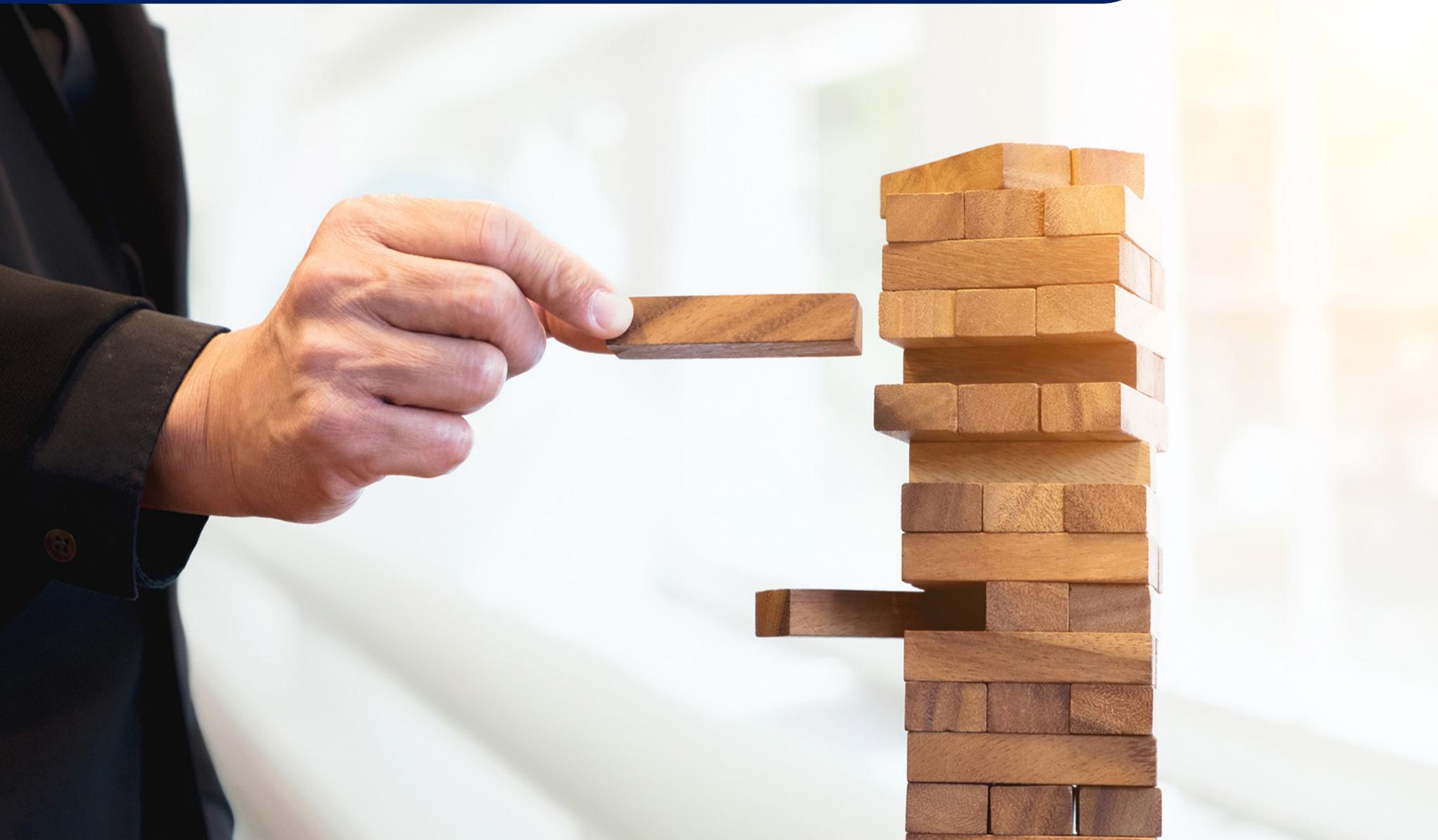


## Top players



\*(1) The indicated entry-level compensations are before tax and exclude bonuses. \*(2) Working hours estimation has been carried out by considering the input of people working in the respective industry. However, these can vary significantly from Country to Country, Company to Company, and Manager to Manager. \*(3) We have assigned a reputation ranking based on our own research and perception.

# Risk Management



## Short Description

*Life is more risk management, rather than exclusion of risks*

The financial crisis of 2008 increased the emphasis on risk, as financial and industrial organizations became more and more interested in the type of risks they were facing. To increase employee awareness and improve decision-making processes, many firms invest heavily in risk management. The goal of Risk Management is to spot, prevent, and mitigate significant risks to which an organization could be exposed in the future. Candidates' interest in this profession gradually increases,

as the number of opportunities in Risk Management continues to grow and its function becomes closer than ever to the decision-making bodies in organizations. This is especially true for financial institutions. Depending on a firm's business, it may face some of the following risks: market, credit, liquidity, insurance, fraud, operational or health, and safety risks. Typically, large corporations hire professionals, who specialize in one of these categories of risks.

*#risk #prevention #scenario analysis #probability #modeling #quant*

## Your background



- Bachelor's Degree
- Solid quantitative skills
- Strong analytical reasoning



## You will become good at

- Risk Management Modeling
- Risk Prevention and Communication
- Regulations Framework

## Key interview questions



- What is a Credit Default Swap?
- How do you work with people from other departments?
- What's your take on the risk management's purpose within an organization?



## Tools you will need

MS Excel	● ● ● ● ●
Specialized Risk Management Software	● ● ● ● ●
Econometrics	● ● ● ● ●

## What is it like?



Entry-level compensation (*)	<b>\$58k</b> Gross annual salary
Working hours (*)	<b>45-50</b> Working hours per week
Reputation (*)	★★★★☆



## Top players



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# In-house M&A



## Short Description

*Being a part of a dedicated M&A team within a large corporation*

There are several reasons M&A deals play an important role in a company's life. Top managers understand that, sometimes, it is cheaper to acquire something that has already been created, rather than building it from scratch. In addition, businesses are so complimentary that their joined forces can unlock a great deal of savings, efficiency, and opportunities. Thus, a significant number of today's corporations have a dedicated M&A department which generates valuable insights and monitors competitors.

Besides, those working in the M&A department have the required expertise to support technical aspects of these deals, including the process of finding and communicating with bidders or targets, acquisition of financial information as well as negotiations with legal, technical, and financial advisors.

*#m&a #corporate finance #screening industry peers #valuation #waiting*

## Your background



- Bachelor's Degree
- Corporate Finance fundamentals
- Industry knowledge (or interest)



## You will become good at

- Screening of a particular industry
- Financial modeling and Valuation
- Industry analysis (multiples, KPIs, etc.)

## Key interview questions



- How do you value a company?
- What is a good multiple that can be used in our industry?
- Why are you interested in specializing in our industry?



## Tools you will need

MS Office



Bloomberg,  
Thomson Reuters



Financial Modeling



## What is it like?



 Entry-level compensation (\*)

**\$63k**  
Gross annual salary

 Working hours (\*)

**40-45**  
Working hours per week

 Reputation (\*)



## Top players



**SIEMENS**

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# Financial Analyst



## Short Description

*Corporate Finance is not just debits and credits*

The world of Corporate Finance undoubtedly appeals to a big part of those interested in Business or Finance careers. It offers good learning opportunities for entry-level candidates and a rather structured profession path.

Large industrial companies, like P&G, General Electric, and Nestlé, need young people employed in functions, like Supply Chain, Commercial Finance, Brand Finance, Financial Planning & Analysis, Treasury, Controllershship, and Accounting.

The wide range of activities allows for proficiency and constant challenges. Plus, this career path offers a healthy work-life balance, as tight deadlines and long working hours are highly unlikely.

The abundance of roles and strong competition for Finance Manager positions mean that you will need to continue learning while on the job and obtain certifications like ACCA, CIMA, CPA, or CFA to progress your career.

*#corporate finance #supply chain finance #managerial accounting #commercial finance*

## Your background



- High School / Bachelor's Degree
- Adequate quantitative skills
- Previous internships in Finance



## You will become good at

- Accounting
- Financial Analysis
- Corporate Finance

## Key interview questions



- Where do you see yourself in five years?
- What motivates you?
- Why are you interested in specializing in our industry?



## Tools you will need

ERP Systems



MS Office



## What is it like?



 Entry-level compensation (\*)

**\$40k**  
Gross annual salary

 Working hours (\*)

**40-45**  
Working hours per week

 Reputation (\*)



## Top players



**SIEMENS**

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# Tax Analyst



## Short Description

*One of the two things you can't avoid - paying taxes*

Tax advisors are financial experts, specifically trained in tax law.

Every jurisdiction functions according to its own rules and mechanisms; therefore, a highly competent person is needed to optimize a company or an individual's taxes.

The tax field can be so complex that many individuals specialize in a specific niche (M&A tax, Transfer Pricing tax, Payroll tax, Sales tax, Value-added tax,

Foreign tax, etc.) and can offer value-added services to their clients.

The Big Four audit firms are an important player in this market segment. Often, they can cross-sell tax and some of their other services to the same client. Tax analysts can expect a structured, stable, and relatively well-paid career as the demand for tax services is not likely to decline.

*#taxes #optimization #specialized knowledge #legal framework #stable career*

## Your background



- Bachelor's Degree + Professional License required by local authorities
- Adequate quantitative skills
- Willingness to acquire specialized knowledge



## You will become good at

- Calculating Taxes
- Understanding the legal framework of the country where you work
- Communicating with clients

## Key interview questions



- Why Us, why tax?
- What can you bring to the firm?
- How do you keep up-to-date with business and industry trends?



## Tools you will need

Local Tax Legislation



MS Office



## What is it like?



 Entry-level compensation (\*)

**\$53k**  
Gross annual salary

 Working hours (\*)

**40-45**  
Working hours per week

 Reputation (\*)



## Top players



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# Retail & Corporate Banking



## Short Description

### *Deposit-taking and Credit giving*

The two main divisions of modern commercial banks are called Retail and Corporate Banking. Both are in the business of collecting money in the form of client deposits and lending money to borrowers. Retail Banking provides services to individual clients and, sometimes, small and medium enterprises. We all use these services daily: transactional accounts, cards, mortgages, other loans, and facilities for people and small companies. Retail banking usually has a large client base and highly standardized products,

and resembles wholesalers, trying to reach the needs of the majority of individual customers with their products. Corporate banking is the provision of services to corporations. These surely include transactional accounts, FX, bank guarantees, and loans. Corporate banking products are usually tailored to the needs of each client, and larger firms communicate with a dedicated Relationship Manager.

*#banking #lending #deposits #spread #interest rate #return on capital*

## Your background



- High School / Bachelor's Degree
- Previous internships in Banking
- Willingness to learn about the various types of banking services



## You will become good at

- Financial Analysis
- Understanding Bank Services
- Communicating with clients

## Key interview questions



- Where do you see yourself in five years?
- Tell us about a time when you led an efficient team.
- What do you think caused the financial crisis?



## Tools you will need

Specialized banking software



MS Office



## What is it like?



 Entry-level compensation (\*)

**\$40k**  
Gross annual salary

 Working hours (\*)

**40-45**  
Working hours per week

 Reputation (\*)



## Top players



J.P.Morgan



Deutsche Bank

Bank of America



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## Short Description

*The amateur sells products; the professional sells solutions*

Sales is a very broad and generic term, we realize that. What we want to point out is that all businesses need bright salespeople, who are not afraid to pick up the phone and talk to a stranger, explaining why his company must acquire a specific product or a solution. In the world of Business & Finance, a wide range of sales jobs are available. Investment Banks need salespeople for their asset management and brokerage services. Industrial companies need people, who can sell their products. Successful salespeople pos-

sess a unique set of personality attributes that enable them to succeed. Average sales performance cannot be covered up, as a salesperson's success or failure inevitably reflects the top-line figures. To flourish in sales, one needs a specialized skill set and extraordinary personality.

Sales are a field that offers no structured career path. Compared to other roles, top sales performers need less time to grow in an organization.

*#sales #needs #solutions #perception #client focus #enthusiasm*

## Your background



- High School / Bachelor's Degree
- Great people skills
- Eloquent speaker



## You will become good at

- Sales
- Negotiation
- Relationship building

## Key interview questions



- Sell me this pen.
- What motivates you as a sales professional?
- How comfortable are you with cold-calling?



## Tools you will need

Salesforce



MS Office



## What is it like?



 **Entry-level compensation (\*)**

**Depends on performance**  
Gross annual salary

 **Working hours (\*)**

**40-45**  
Working hours per week

 **Reputation (\*)**



## Top players



J.P.Morgan



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# Business Development



## Short Description

*Finding growth opportunities and working on their implementation*

A company's Business Development department is mainly concerned with preparing potential growth opportunities. The process starts with industry screening and then continues with analytical preparation, support, and implementation of the growth opportunities found in the first place.

This is a rather important function in every company's business. Top managers pay a great deal of attention to the firm's revenues and are always interested in finding new ways to increase top-line results.

Therefore, a person with great ideas can grab their attention quicker than the one in other Business & Finance roles.

What's more, it feels exciting to explore new markets and wear the hat of an entrepreneur within the scope of a large organization.

*#growth #new opportunities #searching #business #expansion #new markets*

## Your background



- High School / Bachelor's Degree
- Strong entrepreneurial spirit
- Proven analytical skills



## You will become good at

- Finding new opportunities
- Business analysis
- Communicating with top management

## Key interview questions



- If you had \$1 million, where would you invest it right now?
- Tell us about a time when you showed creativity when solving a problem
- What do you think about our current product portfolio?



## Tools you will need

Industry Research

Databases



MS Office



## What is it like?



 Entry-level compensation (\*)

**\$50k**  
Gross annual salary

 Working hours (\*)

**40-45**  
Working hours per week

 Reputation (\*)



## Top players



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# Brand Management



## Short Description

*Want to work for brands that millions of customers use?*

World-class brands need world-class brand managers who develop marketing plans and build strategies to gain customer insights.

You will spend most of your time with representatives of other business functions (sales, market research, product development, finance, etc.). In these meetings, you will have to make sure everybody is aligned with the brand's strategy and vision.

It is your job to figure out a way to reach to your customer's hearts and build a long-lasting relation-

ship with them, once they have decided to try your product. Good marketers base their decisions on customer feedback and quantitative input from marketing research.

Overall, a very structured and interesting career, in which you can work on products that make a difference for millions of customers. Pretty cool, right?

*#brand #brand recognition #product positioning #on the shelf #brand communication*

## Your background



- Bachelor's Degree
- Profound interest of products and marketing
- Previous internships in Marketing or Business Development



## You will become good at

- Brand communication
- Marketing research
- Brand strategy

## Key interview questions



- Talk about the importance of brand management. Why does it matter?
- What are some of your favorite marketing campaigns?
- What do you think about our current product portfolio?



## Tools you will need

SPSS



MS Office



## What is it like?



 Entry-level compensation (\*)

**\$56k**  
Gross annual salary

 Working hours (\*)

**40-45**  
Working hours per week

 Reputation (\*)



## Top players



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# Trading



## Short Description

*Rule No 1. "Never lose money". Rule No 2. "Never forget Rule No 1."*

This is one of the core activities carried out at modern investment banks. Trading is critical for the profitability of investment banks, as very few costs can be associated with the revenues it generates. Nowadays, investment banks trade all kinds of financial instruments. Besides traditional asset classes - equities and fixed income - they tend to incorporate other financial instruments, called derivatives.

A career in trading has its pros and cons. On the positive, when markets are doing well, most traders make a huge amount of money. They earn stratospheric bonuses and can afford a high life standard. On the contrary, trading profession is associated with low job security and constant stress. It is very difficult to keep calm when tens of millions depend on your call.

*#stocks #bonds #derivatives #bid ask #bulls and bears #trend #resistance*

## Your background



- High School / Bachelor's Degree
- Excellent quant skills
- High resistance to stress and ability to adapt to a changing environment



## You will become good at

- Understanding markets
- Investing
- Decision Making & Negotiation

## Key interview questions



- How would you invest \$20k today?
- How do you cut a cake in 8 slices with only 3 cuts?
- Can you tell us about a situation when you had to deal with an angry person.



## Tools you will need

Bloomberg



MS Office



## What is it like?



 Entry-level compensation (\*)

**\$65k**  
Gross annual salary

 Working hours (\*)

**45-50**  
Working hours per week

 Reputation (\*)



## Top players



J.P.Morgan

Morgan Stanley



  
Deutsche Bank



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# Internal Audit



## Short Description

*Examining issues related to company's business practices*

A company's internal auditors provide assurance that business practices and operations comply with set standards. Their job differs greatly from the one of external auditors.

The top managers of the company cannot be everywhere and need assurance that the whole organization respects their policies and guidelines. The scope of internal auditing within an organization is broad and may involve topics like governance, risk

management and management controls over the effectiveness of operations (including safeguarding of assets), the reliability of financial and management reporting, and compliance with laws and regulations.

It is the internal auditor's job to advise top management and the Board of Directors on how effective the current process structure is, as well as the way the latter can be enhanced.

*#process #improvement #assurance #business practices review*

## Your background



- High School / Bachelor's Degree
- Good understanding of business processes
- Analytical thinking



## You will become good at

- Understanding business processes
- Interviewing employees
- Communicating with top management

## Key interview questions



- Why do you want to work in internal audit?
- When was the last time when you improved a process?
- Tell me about a time when you solved a difficult problem



## Tools you will need

Interviewing employees	● ● ● ● ●
MS Office	● ● ● ● ●
ERP Systems	● ● ● ● ●

## What is it like?



Entry-level compensation (*)	<b>\$45k</b> Gross annual salary
Working hours (*)	<b>45-50</b> Working hours per week
Reputation (*)	★★★★★



## Top players



## SIEMENS

\*(1) The indicated entry-level compensations are before tax and exclude bonuses. \*(2) Working hours estimation has been carried out by considering the input of people working in the respective industry. However, these can vary significantly from Country to Country, Company to Company, and Manager to Manager. \*(3) We have assigned a reputation ranking based on our own research and perception.

# Hedge Fund Analyst



## Short Description

*Figure out what will happen rather than what should happen*

Hedge funds fall into the category of alternative investments. These are vehicles that offer high rates of return at the expense of considerable risk.

There can be different types of hedge funds, based on the strategy they follow. We can have Global, Directional, Event-driven, Relative value, and Miscellaneous funds. All of these entities have a precise idea on how they expect to beat the market. Hedge funds are known for their ability to try and find market pric-

ing discrepancies that allow them to profit by trading at no risk. Such betting is called arbitrage.

People working in Hedge Funds have a great intuition about markets and rely heavily on their excellent quantitative skills to verify if a certain trade is an arbitrage opportunity. The salaries in the Hedge Fund industry are among the highest in the world of Business and Finance.

*#arbitrage #discrepancy #underpriced #overpriced #risk or no-risk*

## Your background



- Bachelor's / MBA Degree
- Superb quant skills
- Unorthodox thinking



## You will become good at

- Finding market discrepancies
- Investing
- Building complicated financial models

## Key interview questions



- What is convertible arbitrage?
- What does it mean when a manager says that he is event-driven?
- Why would you want to work for a hedge fund and not a mutual fund?



## Tools you will need

MS Excel	● ● ● ● ●
Bloomberg	● ● ● ● ●
Matlab / R / Python	● ● ● ● ●

## What is it like?



 **Entry-level compensation (\*)**

**\$85k**  
Gross annual salary

 **Working hours (\*)**

**60-65**  
Working hours per week

 **Reputation (\*)**

★★★★★



## Top players

**AQR** | CAPITAL MANAGEMENT

**BRIDGEWATER**

**OZ**  
OCH-ZIFF  
CAPITAL MANAGEMENT GROUP

**2σ**

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# Project Management



## Short Description

*Don't find a fault, find a remedy*

Most people perceive Project Managers as readily prepared and good at getting things done. What they don't know is that Project Managers use a wide variety of technical skills and knowledge. To begin with, Project Managers learn practical skills specific to project management, such as project plan structuring, scheduling, and performance tracking.

In fact, they need an extensive level of business expertise. As a Project Manager, it's up to you to make sure your project delivers value. You need to under-

stand your organization's business scope and goals. This helps you better understand where your project fits in, as you can act to ensure it is a success story in itself, but also company-wide.

Project Managers must refine their skills and many take the PMP examinations and obtain a Project Management Professional Certification.

*#timeline #organization #accountability #team #leadership #deadlines*

## Your background



- High School / Bachelor's Degree
- People management skills
- Organizational skills



## You will become good at

- People management
- Communication
- Business process analysis

## Key interview questions



- How did you move into Project Management?
- What are your favorite aspects of being a Project Manager?
- Tell me about the type of performance metrics you use to see if the project is on track



## Tools you will need

MS Excel



ERP



## What is it like?



 Entry-level compensation (\*)

**\$52k**  
Gross annual salary

 Working hours (\*)

**40-45**  
Working hours per week

 Reputation (\*)



## Top players



**SIEMENS**

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