**Companies to work for.**

**Banks**Personal/consumer banking

Private banking

Business banking

Commercial banking

Corporations and institutions

|  |  |  |  |
| --- | --- | --- | --- |
|  | Danish | UK | Other Notable |
| Big | Danske Bank, Nykredit  Nordea | Barclays, HSBC, Lloyds, NatWest, | JP Morgan, Citi, BoA, Credit Suisse, UBS, BNP Paribas, Wells Fargo, Banco Santander, Goldman Sachs, Morgan Stanley, Westpac, Mitsubishi UFJ, Deutsche Bank |
| Medium | Arbejdernes Landsbank, Sydbank, Banknordik |  |
| Small | Lån&spar, sparnord |  |

**Pension**På dansk hedder disse også Pensionskasser eller pensionsselskaber  
AP, PKA, PFA, Alm. Brand.

Underwriter

<https://en.wikipedia.org/wiki/Underwriting>

|  |  |  |  |
| --- | --- | --- | --- |
|  | Danish Pensionskasser | UK Pension Trust | Other Notable Pension fund |
| Big | AP, PKA, PFA, Alm. Brand | Barclays, HSBC, Lloyds, NatWest, | JP Morgan, Citi, BoA, Credit Suisse, UBS, BNP Paribas, Wells Fargo, Banco Santander, Goldman Sachs, Morgan Stanley, Westpac, Mitsubishi UFJ, Deutsche Bank |
| Medium | Lægernes Pension og bank |  |
| Small |  |  |

**Insurance**

Insurance - https://en.wikipedia.org/wiki/Insurance

|  |  |  |  |
| --- | --- | --- | --- |
|  | Danish Forsikringsselskab | UK Insurance | Other Notable Insurance |
| Big | IF, Gjensidig, Alm. Brand, Codan, Topdanmark, … | Barclays, HSBC, Lloyds, NatWest, | JP Morgan, Citi, BoA, Credit Suisse, UBS, BNP Paribas, Wells Fargo, Banco Santander, Goldman Sachs, Morgan Stanley, Westpac, Mitsubishi UFJ, Deutsche Bank |
| Medium |  |  |
| Small |  |  |

**Investment – funds, underwriters**

|  |  |  |  |
| --- | --- | --- | --- |
|  | Danish Forsikringsselskab | UK Insurance | Other Notable Insurance |
| Big | IF, Gjensidig, Alm. Brand, Codan, Topdanmark, … | Barclays, HSBC, Lloyds, NatWest, | JP Morgan, Citi, BoA, Credit Suisse, UBS, BNP Paribas, Wells Fargo, Banco Santander, Goldman Sachs, Morgan Stanley, Westpac, Mitsubishi UFJ, Deutsche Bank |
| Medium |  |  |
| Small |  |  |

Venture capital

Equity research

Investment bank

**Investment fund/trust (Investeringsfond)**

<https://www.investopedia.com/terms/m/mutualfund.asp>  
<https://www.investopedia.com/terms/f/fund.asp>

<https://en.wikipedia.org/wiki/Investment_trust>

Mutual fund – for ordinary people, just pooling money and having someone manage it, no short-selling, or derivatives.

Equity fund? Private-equity firm/fund (kapitalfond) - Investere I virksomheder for at udvikle dem

<https://en.wikipedia.org/wiki/Private-equity_firm>

Fixed-income funds, index fund, balanced fund, money market funds, income funds, exchange traded fund (ETF)

Hedge fund – risky and only for high value people, short-selling, and derivatives.

Emergency fund, college fund, trust fund, retirement fund, debt-service fund, capital project fund, permanent fund, Offshore fund

sovereign wealth funds (SWF), sovereign investment fund, social wealth fund. State-owned investment fund.

Endowments, non-profit investment/money storage fund, often for universities in America

Foundations, non-profit investment/money storage fund, often for private individuals or otherwise to perform certain tasks or deal with certain developmental issues.

pengeinstituttioner

Investeringsfond

Værdipapirfond (investeringsfond med specifik retning mod værdipapirer)

Investeringsforening

Investere bl.a. i aktier/obligationer, den bygger på en ”pulje” af indskud fra forskellige investorer.

Kapitalforening

Kapitalforvalter

Bridgewater associates (investment management), vanguard, Charles Schwab, BankInvest,

**Consultants, advisors and regulators**

|  |  |  |  |
| --- | --- | --- | --- |
|  | Danish Forsikringsselskab | UK Insurance | Other Notable Insurance |
| Big | Danmarks nationalbank, finanstilsynet | Bank of England, | EY, PWC, KPMG, Deloitte, |
| Medium |  |  |
| Small |  |  |

**Roles.**

**Banking parts.**

Front office – directly on the front of the bank office.  
Traders,

**Middle office – assisting the people on the front of the bank office.**  
Risk, corporate treasury, internal audit, strategic management, data analysis, credit analysis, equity analysis.  
I’ll be sitting in this area.  
Front office Quantitative analyst  
Quantitative investment management  
Library Quantitative analyst  
Algorithmic trading Quant analyst  
Quantitative risk manager  
Model validation quant,  
Quantitative developer  
Quantitative portfolio manager,

Portfolio manager,   
Risk Manager  
Actuary,   
Credit analyst  
Equity analyst  
Financial Analyst  
Investment Analyst  
Underwriter  
Securities Analyst  
Treasurer, Treasury analyst  
Risk analyst, manager  
  
  
  
  
  
Strategists,   
MLRO(money laundering reporting officer)  
Asset manager  
Fund manager

Back office – managing what comes out of the bank office.  
Financial planning, analysis

# Buzz words

Public offering - https://en.wikipedia.org/wiki/Public\_offering

**Områder**

FICC – fixed income instruments, currencies and commodities in investmentbank  
  
Asset management, Asset allocation, Wealth management,   
Investment center (rådgivning, portfolio solutions, strategic research)

Macroeconomics, microeconomics

Risk management, capital markets

Mergers & acquisitions, treasury, etablerede markeder, emerging markets, 2LoD (2nd line of defense)

**Objects of interest**

Equity, fixed-income, currencies/foreign-exchange FX, commodities, interest rates IR, derivatives, bond, margin, collateral, debt, treasury bills, credit products, macro rates, fx flows, margin loans, repo, vanilla derivatives, complex derivatives, komplekse aktiver, immaterialle aktiver, credit-risk instruments. Realkredit, stocks, real estate, forwards, swaps, futures, options, obligation, security, værdipapirer, equity and interest rate derivates

Premium, Hensættelser, Nedskrivning

Muni products(municipal), debt security issued by government.

Credit risk(kreditrisiko) enterprise wide risk, group risk, transaction risk, Xva market risk, counterparty risk, risikovurdering, tax risk, risk limit, counterparty credit risk, derivatives risk management,

Hvidvask(whitewashing), Grønvask(Green washing) miljø orienteret hvidvask, AML(anti money laundring)

finansielle instrumenter, pengemarked produkter, finansielle markeder, Grønne obligationer, money market products, securities

**Tasks**

Reviewing and validating models, structuring IPOs, Portfolio construction methodologies.

Prisfastsættelse, konjunkturvurdering, metodeudvikling, mikroøkonomisk analyse, kreditvurdering,

Develop and maintain …

Risk analysis, risk assessment, risk management, macro/micro economics, accounting, budgeting, auditing, bamking operations, financial statement preparation, data analysis and data modelling, calculus, financial skills, portfolio theory, credit-risk products, financial modelling, forecasting, prognosis, quantitative analysis, GAAP, financial statements, financial reporting, word processing, payroll programs, automated billing systems

**Standards and rules**

IFRS – international financial reporting standards

PRI – principles for responsible investment

fragile states index, sustainable impact metrics

MiFiD II – markets in financial instruments directive 2

ICAAP - internal capital adequacy assessment process

CRR – capital requirements regulation

CRD – capital requirements directives

EBA guidelines for stress testing.

lloyd’s,

UK GAAP – general accepted accounting practice

Solvency II,

US trust and accident year reserving best estimate and booked calculations

**Mathematics**

WACC (weighted average cost of capital), SCR (solvency capital requirement), economic capital calculation, DCF (discounted cash flow), LBO (leveraged buyout)

Signal generation, Quantitative signals.

Trading cost-, liquidity-, risk-, derivative-pricing- models

Scoring/PD (probability of default) models

LGC latent growth curve modelling

CCF credit conversion factor modelling

Gaussian copula, Monte Carlo methods

**Other words**

intraday, skalerbart, kreditværdighed.

Credit systemic market making,

Screening af investeringsmuligheder, forbedring af datagrundlaget, risikoanalyse, modelbaseret risikoforecasting, Experience analysis,

transparens, MSCI ESG, risikoprofil, diversification, bæredygtig investering, aktivt ejerskab,

Risk parity modeler, Solow, endogene modeler, afkast og risiko modeller, ALM, asset/Liability management, bottom up, top-down modeler, asset allocation models, GAAS, Business model analysis, credit rating,

mean-reversion (gennemsnitlig vækst på porteføljer med 6.5% per år), market risk, porteføljestyring, financial markets, risiko profil, portefølje analyse. Financial statement analysis, price manipulation (cornering the market, quote stuffing, spoofing)

– business checking, merchant services, business payments, business abroad, – investments, savings, bonds, cash ISA, – insights, solutions, client experience etc etc., – loans, mortgages, checking, savings, cards, lines of credit, accounts

Corporation vlauations, peer group/buyer/target screening, process optimering,

Investment analysis, stock, loan, bond, insurance, alternative investment, pricing model, commercial pricing, risk control self-assessment, styring og rapportering, , loans management, kreditbeslutninger, , Banking risk, TM-modeller, Ressort-område, Bilaterale aftaler, closing, kunde og markedsstrategi, E-2-E optimering, end-to-end optimering, automatisering af workflows, procesanalyser, business process management(BPM), investering, pension, opsparing, product governance process, produktudvikling, Nordic banking models, markit EDM,   
  
CI/CD(continuous integration and deployment) toolchain,

EMS/OMS/Market making,

front office value stream, securitization, stress testing, recovery and resolution, IRB internal ratings-based models,

profit & loss(P&L), risk analytics, modelling, financial reporting, planning and product control, banking book, hedge accounting, cash flow, fair value, bespoke investment buffer trading strategies.

Ledger management, regression models, trade pricing tools, værdiansættelse, finansielle modelller, skatteforhold, købesums-allokering, ip-rettigheder, vurdering af option og warrant programmer, finansielle analyser, regnskabsanalyser, quantitative investment strategies, quantitative portfolio management, global tactical asset allocation, tax-aware strategies, quantitative models, methods and tools. Developing, designing, maintaining

investment platoform, data management/analysis, quantitative research, cost of inventory/financing, securities lending trading, profit and loss estimation, optimizing inventory, risk/benefit tradeoff expert, predictive modelling, valuation, portfolio design and construction, surveillance, fundamental stock selection process, asset allocation, portfolio diversification, objective, strategic and tactical investments, optimal strategic asset allocation,

Basel III capital and liquidity regulations, (bond and derivative risk)

Collateral requirements, optimization of capital (RWA/leveraged balance sheets) operations, infrastructure and resources) IM(initial margin) IM allocation processes

Claims reserving, price modelling, tarif analyser, GLM analyser, risiko analyse af forsikringsforretning, premium calculation, prisdifferentiering, avanceret prisfastsættelse, standardisering og automatisering, opsætning og effektivisering af data-flows, analyse understøttelse af produktudvikling og lønsomhed

external risk assessment

ALCM, cost of credit, effects of limiting credit, reinsurance, profit/return targets, volatile, product to payoff model misalignments. PV and greeks. Underwriting dynamics, actuarial pricing techniques, P&C, NAV, Reserving techniques and models. Interval model capital assessments, Beazley procedures/policies. Capital modelling, model validation, Resq. Risk Assurance,

kreditbogholderi, MS dynamics, open credit, debit balance, aktieløn, purchase price allocation, købsprisallokering, lean portfolio management.

ESG, PRI, UN Global Compact  
Montreal Carbon Pledge, Climate action 100+, Dansif, Social Investment Forum, CDP  
Grønne obligationer, sustainable impact metrics, greenhouse gas protocol, FN mål, MSCI ESG, ISS ESG, Fragile states index, FN’s menneskerettighedserklæring, ILOs Arbejdsmarkedskonventioner, ingen våben,   
Aktivt ejerskab, svanemærket fond  
  
Positiv miljø og klima effect, lavere co2-udledning, transparens, lavere co2 til omsætning

# IT skills

Datakvalitetsvurdering, outliers. Data quality, dat indsamling, analyse og vurdering, dashboard visuals, datastream, Datawarehouse, data infrastruktur, data extraction, bizdevops, lean, agile

Windows, linux admin skills

**Programs**

Excel, word, Powerpoint, PowerBI, Photoshop, illustrator, acrobat, Eviews, Tableau, salesforce, qlik.

**Languages**

SPSS, SAS, Stata, Statistica, C++, C, Java, Javascript, Python, R, MATLAB, Scala, VBA, SQL, HTML, CSS.

**Technologies**

Coding, testing, Maintenance, Algorithms, software design, data structures, summit, SimCorp Dimensions, ERP, Cloud computing, machine learning, natural language processing, neural networks, AI, automation, bigdata, optimized storage, data visualization, NLP,

K-means clustering, Jupyter, Bokeh…

Model bibliotek

Regression – compare multiple models.

Classification (compare models) naïve base, k-nearest neighbors, decision tree, random forest, support-vector machine, clustering, deep learning (neural networks), time series analysis,

1. Data collection.
2. Descriptive analysis + data scraping, cleaning up for outliers.
3. Feature analysis, what does our data mean, ex. Multiple linear regression/logistic regression.