The Complete Guide to Careers in Business & Finance

- Eighteen high paying job opportunities
- Leveraging feedback from thousands of employees
- Working hours information
- Reputation ranking
- Salary estimation

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Asset Management

Asset Management

Using money in order to make more money

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

Short Description

Asset Management is about **managing clients' investments** and providing them with the strategies and expertise that would 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** (such as 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 closely follow all of these markets, 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 oversee its development through time.

Your Background

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

Key Interview Questions

- *If you had $10 million right now, how would you invest it?*
- *What drove financial markets development in the past six months?*
- *Pitch 1-3 Stocks – You must provide a Buy or Sell recommendation*

What is it like

Entry-Level Compensation (*)	**$60k** *Gross Annual Salary*
Working Hours (*)	**55-60 Hours** *Working Hours per Week*
Reputation (*)	★★★★☆

You will become good at

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

The Tools You Will Need

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

Top Players

Fidelity, BlackRock, Vanguard, State Street, BNP Paribas Wealth Management, Goldman Sachs Asset Management

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Consulting

Consulting

Solving managerial, financial, or operational issues

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

Short Description

Consultants are **hired by companies to help them resolve a specific issue** they are facing. The fact that they bring specialist skills, a set of heterogeneous experiences, and an objective outside view makes their services so 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, in these situations, consultants' fees depend on the amount of operational efficiencies they can achieve.

Financial consulting is about the way companies spend cash, the **efficient use of capital** throughout the whole value chain, cash management, financing of specific projects, like Mergers & Acquisitions, or organic expansion.

Your Background

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

Key Interview Questions

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

What is it like

Entry-Level Compensation (*)	**$75k** *Gross Annual Salary*
Working Hours (*)	**75-80 Hours** *Working Hours per Week*
Reputation (*)	★★★★★

You will become good at

- Business Analysis
- Problem-solving
- Communicating with clients

The Tools You Will Need

MS PowerPoint	●●●●●
Interviewing Client Employees	●●●●●
MS Excel & Visio	●●●●●

Top Players

McKinsey&Company, BCG The Boston Consulting Group, Bain & Company, accenture, Oliver Wyman, IBM

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Financial Advisory

Financial Advisory

Preventing small leaks that sink great ships

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

Short Description

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 to use 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 a constantly changing environment and access to several different client realities.

Your Background

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

Key Interview Questions

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

What is it like

Entry-Level Compensation (*)	**$51k** *Gross Annual Salary*
Working Hours (*)	**50-55 Hours** *Working Hours per Week*
Reputation (*)	★★★☆☆

You will become good at

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

The Tools You Will Need

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

Top Players

pwc, Deloitte., Oliver Wyman, KPMG, EY Building a better working world

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Private Equity

Private Equity

Investing in "the companies of tomorrow"

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

Short Description

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.**

Your Background

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

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?*

What is it like

Entry-Level Compensation (*)	**$62k** *Gross Annual Salary*
Working Hours (*)	**60-65 Hours** *Working Hours per Week*
Reputation (*)	★★★★★

You will become good at

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

The Tools You Will Need

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

Top Players

KKR, Apax Partners, Goldman Sachs, TPG Creative Capital, The Blackstone Group, The Carlyle Group

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Investment Banking

Investment Banking

Becoming the Wolf of Wall Street

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

Short Description

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 large deals and the high pay scale that comes with this 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.

Nowadays, they are structured in a much more sophisticated way and engage in many different businesses**. The four main areas of operation are Capital Markets, M&A, Sales & Trading, and Asset Management.**

Your Background

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

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.*

What is it like

Entry-Level Compensation (*)	**$63k** *Gross Annual Salary*
Working Hours (*)	**75-80 Hours** *Working Hours per Week*
Reputation (*)	★★★★½

You will become good at

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

The Tools You Will Need

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

Top Players

Goldman Sachs, J.P.Morgan, Morgan Stanley, citi, Deutsche Bank, Bank of America

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Auditing

Auditing

Making sure that companies report their financials properly

#assurance #reconciliations #accounting #verifications

Short Description

Every company has employees responsible for gathering its financial information and using it to produce useful financial statements.
But who oversees whether companies respect financial regulation guidelines and 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 independent 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.

Your Background

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

Key Interview Questions

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

What is it like

Entry-Level Compensation (*)	**$45k** *Gross Annual Salary*
Working Hours (*)	**45-50 Hours** *Working Hours per Week*
Reputation (*)	★★½☆☆

You will become good at

- Accounting
- Financial Reporting
- Financial Statement Reconciliations

The Tools You Will Need

Interviewing client employees	●●●●●
MS Excel	●●●●●
ERP Systems	●●●●●

Top Players

pwc, KPMG, Deloitte., EY Building a better working world

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Risk Management

Risk Management

Life is more risk management, rather than exclusion of risks

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

Short Description

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 their awareness and improve their decision-making processes, many firms invested heavily in risk management. **Their goal is to spot, prevent, and mitigate significant risks to which the organization could be exposed in the future.**

Candidates' interest in this profession is gradually increasing, as the number of opportunities in Risk Management is growing and because the Risk Management function is closer than ever to the decision-making bodies of most 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.

Your Background

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

Key Interview Questions

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

What is it like

Entry-Level Compensation (*)	**$58k** *Gross Annual Salary*
Working Hours (*)	**45-50 Hours** *Working Hours per Week*
Reputation (*)	★★★½☆

You will become good at

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

The Tools You Will Need

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

Top Players

protiviti, citi, pwc, AXA, Crowe Horwath, HSBC, KPMG, Allianz

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In-house M&A

In-house M&A

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

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

Short Description

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 been already created, rather than trying to generate it internally. In addition, businesses are so complimentary that their combination can unlock a great deal of savings, efficiencies, and opportunities.

That is why the large part of the big corporations in today's world have a dedicated M&A department that generates valuable insights and monitors other firms in their industry.

In addition, the people working in the M&A department have the expertise to support the technical aspects of these deals. **Issues such as finding bidders or targets, communication with these bidders or targets, acquisition of financial information, negotiation with legal, technical, and financial due diligence advisors require the technical expertise of professionals specialized in M&A.**

Your Background

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

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 to specialize in our industry?*

What is it like

Entry-Level Compensation (*)	**$63k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★★½☆

You will become good at

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

The Tools You Will Need

MS Office	●●●●●
Bloomberg, Thomson Reuters	●●●●●
Financial Modeling	●●●●●

Top Players

intel, GE, P&G, vodafone, NOVARTIS, Nestlé, Deutsche Telekom, LVMH, SIEMENS

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Financial Analyst

Financial Analyst

Corporate Finance is not just about debits and credits

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

Short Description

The world of Corporate Finance attracts the large part of people interested in a Business or Finance career. 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, Controllership, and Accounting.**

The wide range of activities within a Finance department allows specialization and constant challenges. In addition, this career path offers a great work-life balance, as tight deadlines and long working hours are very unlikely.

The plurality of roles and strong competition for Finance Manager positions means you will need to continue learning while on the job and earn certifications like **ACCA, CIMA, CPA, or CFA to progress with your career.**

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 fiver years?*
- *What motivates you?*
- *Why are you interested to specialize in our industry?*

The Tools You Will Need

ERP Systems	●●●●●
MS Office	●●●●●

What is it like

Entry-Level Compensation (*)	**$40k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★★½☆

Top Players

intel, GE, P&G, vodafone, NOVARTIS, Nestlé, Deutsche Telekom, LVMH, SIEMENS

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Tax Analyst

Tax Analyst

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

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

Short Description

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-adding 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 rely on a structured, stable, and relatively well-paid career as the demand for tax services is not likely to dry up.

Your Background

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

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?*

What is it like

Entry-Level Compensation (*)	**$53k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★★☆☆

You will become good at

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

The Tools You Will Need

Local Tax Legislation	●●●●●
MS Office	●●●●●

Top Players

pwc, KPMG, Deloitte., EY Building a better working world

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Retail & Corporate Banking

Retail & Corporate Banking

Deposit-taking and Credit-giving

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

Short Description

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 the money to borrowers.** Retail Banking provides services to individual clients and, sometimes, small and medium enterprises.
The types of services are the ones we all use: 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 unique needs of each client, and larger firms communicate with a dedicated Relationship Manager.

Your Background

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

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?*

What is it like

Entry-Level Compensation (*)	**$40k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★½☆☆

You will become good at

- Financial Analysis
- Understanding Bank Services
- Communicating with clients

The Tools You Will Need

Specialized banking software	●●●●●
MS Office	●●●●●

Top Players

HSBC, J.P.Morgan, BNP PARIBAS, citi, Deutsche Bank, Bank of America

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Sales

Sales

The amateur salesman sells products; the professional sells solutions to needs

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

Short Description

Sales is a very broad and generic term. We realize that. What we want to point out is that the world of Business & Finance offers a wide range of sales jobs. **Investment Banks need sales people for their asset management and brokerage services. Industrial companies need people, who can sell their products.** And all businesses need bright sales people, 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.

Successful salespeople possess a unique set of personality attributes that enable them to succeed. **Average sales performance cannot be masked, as a salesperson's success or failure is exposed immediately by the top line figures.** It takes a special kind of individual to flourish in sales.

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

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?*

The Tools You Will Need

Salesforce	●●●●●
MS Office	●●●●●

What is it like

Entry-Level Compensation (*)	**Depends on Performance** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★★½☆

Top Players

intel, GE, P&G, vodafone, J.P.Morgan, Nestlé, Deutsche Telekom, Goldman Sachs, Deutsche Bank

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Business Development

Business Development

Finding growth opportunities and working on their implementation *#growth #new opportunities #searching #business #expansion #new markets*

Short Description

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 win their attention much quicker, compared to some other Business & Finance roles.

In addition, it is always exciting to explore new markets and products and feel like an entrepreneur within a large organization.

Your Background

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

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?*

What is it like

Entry-Level Compensation (*)	**$50k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★★☆☆

You will become good at

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

The Tools You Will Need

Industry research databases	●●●●●
MS Office	●●●●●

Top Players

Johnson & Johnson, L'ORÉAL, Google, vodafone, Nestlé, P&G, Henkel, intel, Coca-Cola

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Brand Management

Brand Management

Want to work for brands that millions of customers use?

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

Short Description

World-class brands need world-class brand managers, who develop marketing plans and identify specific marketing tactics to build on consumer, shopper, and 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 how to reach the customer's hearts and how to win 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?

Your Background

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

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?*

What is it like

Entry-Level Compensation (*)	**$56k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★★½☆

You will become good at

- Brand communication
- Marketing research
- Brand strategy

The Tools You Will Need

SPSS	●●●●●
MS Office	●●●●●

Top Players

Johnson & Johnson, L'ORÉAL, Nike, LVMH, Nestlé, P&G, Henkel, adidas, Coca-Cola

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Trading

Trading

Rule No 1. "Never lose money". Rule No 2. "Never forget Rule No 1." *#stocks #bonds #derivatives #bid ask #bulls and bears #trend #resistance*

Short Description

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 the traditional asset classes, like equities and fixed income, they tend to be active with other financial instruments, called derivatives.
A career in trading has its positive and negative sides. **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. The downside is that the trading profession is associated with low job security and constant stress. It is very difficult to stay calm when tens of millions depend on your actions.

Your Background

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

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.*

What is it like

Entry-Level Compensation (*)	**$65k** *Gross Annual Salary*
Working Hours (*)	**45-50 Hours** *Working Hours per Week*
Reputation (*)	★★★★☆

You will become good at

- Understanding markets
- Investing
- Decision Making & Negotiation

The Tools You Will Need

Bloomberg	●●●●●
MS Office	●●●●●

Top Players

Goldman Sachs, J.P.Morgan, Morgan Stanley, citi, Deutsche Bank, Bank of America

* (1) The indicated entry-level compensations are before tax and excluding 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.

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Internal Audit

Internal Audit

Examine issues related to a company's business practices

#process #improvement #assurance #business practices review

Short Description

A company's internal auditors provide assurance, regarding its business practices and operations. 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 and how it can be improved.

Your Background

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

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 solve a difficult problem*

What is it like

Entry-Level Compensation (*)	**$45k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★½☆☆

You will become good at

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

The Tools You Will Need

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

Top Players

intel, GE, P&G, vodafone, NOVARTIS, Nestlé, Deutsche Telekom, LVMH, SIEMENS

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Hedge Fund Analyst

Hedge Fund

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

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

Short Description

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 famous for trying to find market pricing discrepancies that would allow them to profit by betting money 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.

Your Background

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

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?*

What is it like

Entry-Level Compensation (*)	**$85k** *Gross Annual Salary*
Working Hours (*)	**60-65 Hours** *Working Hours per Week*
Reputation (*)	★★★★★

You will become good at

- Finding market discrepancies
- Investing
- Building complicated financial models

The Tools You Will Need

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

Top Players

AQR Capital Management, Bridgewater, 2σ, Och-Ziff Capital Management Group

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Project Management

Project Management

Don’t find fault, find a remedy

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

Short Description

Most people have the idea about Project Managers that they're prepared and good at getting things done. However, they don’t know that Project Managers use a wide variety of technical skills and knowledge.

To begin, Project Managers learn practical skills specific to project management, such as what goes into a project plan, how to build and tweak a project schedule, and how to track performance.

In addition, 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 understand your organization's business, what it does, and what it needs to accomplish. That way, you can understand how your project fits in, and you can act to ensure your project is a success story not just on a standalone basis, but also company-wide.

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

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*

The Tools You Will Need

MS Office	●●●●●
ERP	●●●●●

What is it like

Entry-Level Compensation (*)	**$52k** *Gross Annual Salary*
Working Hours (*)	**40-45 Hours** *Working Hours per Week*
Reputation (*)	★★★½☆

Top Players

intel, GE, P&G, vodafone, NOVARTIS, Nestlé, Deutsche Telekom, LVMH, SIEMENS

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