



Industry Overview

STG FW24 Week 8

Agenda

- Market Update
- Open Discussion
- Announcements
- Industry Overview
- Recruiting
- Q&A

Market Update(Last Week)

- S&P 500 5,717 +98.8
- NASDAQ 18,026 +452.8
- DOW Jones 42,014 +510.92
- Crude Oil 71 +1.13
- Gold 2,611 +13.3
- 10-Year Yield 3.73%
- BTC 63,475.2 +1,761.11

Market Update

- **S&P 500:** 5,973, up **+44 points**
- **NASDAQ:** 19,215, up **286 points**
- **Dow Jones:** 43,774, down **-.59 points**
- **Crude Oil:** \$72.21, up **-0.15**
- **Gold:** \$2,715, down **-.33**
- **Bitcoin (BTC):** \$75,966 up **+375.58**
- The S&P 500 and Dow Jones Industrial Average saw declines as investors remained cautious about the pace of interest rate cuts, which affected sectors like housing and real estate. The Nasdaq, however, was boosted by a strong performance from Nvidia
- ISM 56 vs 53 expected
- Crude Oil inventories 2.1M down from expectations
- FFR 4.75%

Open Discussion

- Recent Trades?
- News?
- Predictions?
- Economic Data?
- Earnings?
- Etc.



Announcements – Trading Competition

The semester trading competition hosted by the CME Group has begun!

If you haven't joined yet feel free to do so at any point this semester.

This competition will wrap up prior to our final meeting on 12/5, there will be a prize for the winner!



Code: msu-stg-fall24

High Finance

- Investment Banking
- Private Equity
- Sales & Trading
- Hedge Funds
- Quant Funds
- Prop Shops



Buy-Side vs Sell-Side

Sell Side

- Focuses on the sale of assets
- Professionals SELL services and securities, profiting from clients
- Responsible for advising clients on transactions, facilitating capital raises, building relationships with institutions/investors, marketing and selling securities, modeling and valuation, and providing coverage on listed securities
- Investment Banking, Sales and Trading, Sell-Side Equity Research, etc.

Buy Side

- Focuses on the purchase of and investment into large portions of assets
- Professionals BUY assets to earn a return through appreciation
- Responsible for finding investors, researching/analyzing opportunities, performing valuation/modeling, making investment decisions, and managing money
- Private Equity, Venture Capital, Hedge Funds, etc.



Sell-Side

Investment Banking

Role

- Facilitate mergers and acquisitions (M&A)
- Capital raising (equity, debt)
- Financial advisory services

Skills

- Financial modeling
- Valuation techniques
- Strong communication skills

Equity Research

Role

- Analyze companies and industries
- Publish reports with investment recommendations
- Support sales and trading teams/hedge funds

Skills

- Financial analysis
- Industry expertise
- Report writing and presentation

Sales & Trading

Role

- Buy and sell financial products (stocks, bonds, derivatives)
- Provide liquidity for clients
- Market-making and risk management

Skills

- Quick decision-making
- Strong market knowledge
- Client relationship management

Sales Vs Trading

Sales

- Client coverage and relationship management
- Assist client asset or liability needs
- Relay info on current economic environment and market conditions
- Promotion of the firm's products and capabilities

Trading

- Pricing and execution
- Providing liquidity to firm's clients
- Portfolio management (hedging)
- Maintaining views on potential movement of underlying instruments



Buy-Side

Hedge Funds

Role

- Manage pooled funds from investors
- Pursue various strategies (long/short, event-driven, etc.)
- Focus on absolute returns

Skills

- Advanced analytical and quantitative skills
- Risk management
- Research and portfolio construction

Asset Management

Role

- Manage investments on behalf of clients (individuals, institutions)
- Build and oversee portfolios (stocks, bonds, real estate, etc.)
- Focus on long-term wealth growth and preservation

Skills

- Portfolio management
- Asset allocation
- Client relationship management

Quant Funds

Role

- Utilize mathematical models and algorithms to trade
- Focus on data-driven investment strategies
- Employ machine learning and AI techniques

Skills

- Programming (Python, R, etc.)
- Statistical analysis
- Problem-solving in math/quantitative finance

Prop Shops

Role

- Trade firm's own capital (no external clients)
- Employ various trading strategies (arbitrage, market-making, etc.)
- Focus on short-term profits

Skills

- Strong quantitative and technical skills
- Risk management
- Fast decision-making



Recruiting

Recruiting Process

- 1 – 2-year advanced timeline
- Resume Drop/Networking
- Hirevues
- First Rounds
- Superday
- Offer!





Resume Drops

- Application
- Networking emails
- Programs
- Competition

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SUMMARY

Vice President with experience in providing strategic advice related to mergers and acquisitions, privatizations, restructuring and recapitalization, and raising capital in the debt capital markets.

EXPERIENCE

Investment Banking Vice President

Citigroup

June 2019 - June 2020, New York, NY

• Lead deal execution and function as the key point of contact leading for communicating with senior deal team members and clients, including industry groups, syndicate/sales professionals, corporate executives, private equity clients, and bank/bond investors.

• Lead end-to-end deal execution including ideating and drafting transaction marketing materials and offering memoranda related to the syndication of bank or bond financing.

• Lead the internal credit committee approval process, including due diligence, in-depth credit analysis, and communication with the regulatory credit risk team.

• Originate new transactions, presenting market update pitches to clients, and pitching ideas on how to structure and finance new opportunities.

• Lead investor diligence by presenting to investors and helping answer questions to convert investor interest into orders during loan or bond syndication.

Investment Banking Associate - Technology

Mizuho Financial Group

June 2018 - June 2019, San Francisco, CA

• Conducted extensive quantitative economic, industry and company research and analysis.

• Drafted and prepared pitch books with detailed industry materials for multiple technology sectors.

• Conducted and modeled a broad range of corporate finance alternatives and due diligence for client transactions including M&A, strategic alternatives, capital structure development, acquisition finance and syndicated loan and capital market financing.

• Facilitated and coordinated product group idea generation and solutions development across a broad platform of global capabilities.

• Drafted client pitches and marketing materials including M&A, public/private debt & equity capital markets, syndicated bank financing, and other internal documentation by coordinating internal and external resources.

Investment Banking Analyst

Deloitte

June 2017 - June 2018, Charlotte, NC

• Provide recommendations aligned with an organization's business goals and overall strategic and transactional objectives.

• Constructing financial models to help clients assess growth strategies, capital structure decisions, and transaction alternatives.

• Employed core valuation methodologies to help businesses evaluate their worth in the marketplace.

• Appropriately positioned businesses in the investor community by articulating value propositions and anticipating potential concerns.

EDUCATION

Master of Business Administration - MBA

Harvard Business School · 2017

Bachelor of Science in Accounting

Stanford University · 2016

COURSEWORK

Finance & Quantitative Modeling for Analysts Specialization

University of Pennsylvania

• Gained deeper technical knowledge in Finance and Quantitative Modeling, starting from the fundamentals of quantitative modeling, by learning how to put data to work by using spreadsheets and leverage spreadsheets as a powerful, accessible data analysis tool.

TRAINING

Chartered Financial Analyst | CFA

Chartered Financial Analyst Institute · 2017

SKILLS

Industry Knowledge: Data Mining, Portfolio Management, Analytics, Financial Modeling

Networking

- Cold Emails
- LinkedIn
- Keep in Contact!



Interviewing





Gratitude Emails

Send Thank You Emails!



Q&A

