

Madison Miller

Trek Alumni Interview - Ethan Glickstein

Ethan Glickstein is a 2020 graduate of Case Western with degrees in both finance and economics. He is currently a first-year analyst at Cain Brothers, a healthcare investment bank now owned by KeyBanc.

Ethan started at Case Western knowing he wanted to pursue a career in finance. He narrowed his interests and started networking and applying for internships as soon as possible. During his time at Citi as a Sales and Trading intern, he realized that he was not interested in continuing a career in S&T as the field is rapidly shrinking. He mentioned how Citi's S&T department shrinks at about 10% each year. Ethan narrowed his interests to investment banking and applied to a large variety of roles at middle market investment banks and bulge bracket firms. He emphasized the importance of taking whatever opportunities you get and to not be picky about your offers.

In his junior summer, Ethan interned at KBCM M&A in their Cleveland office. Despite a successful internship, Ethan decided geographical location was quite important to him and received a full-time offer with Cain Brothers in NYC. Something noteworthy Ethan mentioned was the difference between Cleveland IB and NYC IB. Ethan stated differences in cultures and how NYC analysts had "sharp elbows". He elaborated further and said that analysts working in NYC are focused and more driven in his experience than in Cleveland.

Ethan's plans for the future are that he wishes to work in a generalist M&A group at an investment bank but is currently happy at Cain Brothers with their small firm atmosphere despite the long, brutal hours. He recommended that I focus on obtaining a freshman summer internship and gaining experience and to not worry about diversity programs. Ethan also acknowledged the struggle of networking and getting your foot in the door. In his experience, he said most Case Western alumni are willing to talk to you and to stay away from networking cold-calls as he has found they are less inclined to help unaffiliated students.

I look forward to staying in touch with Ethan and seeing where he takes his career as he provided wonderful advice on the industry.