**17 Job opportunities**

# 17.1 Civil Services (IAS, IPS, IRS, IRS, etc)--Conducted by UPSC)

* **Civil services Examination**

It is a nationwide competitive examination in India conducted by Union Public Service Commission for recruitment to various Civil Services of Government of India including

* Indian Administrative Services (IAS),
* Indian Foreign Services (IFS), and
* Indian Police Services (IPS)

**UPSC Examination--It is conducted in three phases**

**Preliminary Examination** consisting of two objective-type papers

Paper I--General Studies. and

Paper II--General Studies

(Also popularly known as Civil Services Aptitude Test CSAT)

**Main examination** consisting of nine papers of conventional type (essay type)

In which two papers are qualifying and only marks of seven are counted followed by a personality test (interview)

**Process**

The Civil Service Examination is based on the British Raj-era Imperial Civil Service tests conducted by old Indian Empires such as in the Maryann Empire and Munhall Empire. It is considered to be one of the most difficult competitive examinations in India. On an average, 9,00,000 to 10,00,000 candidates apply every year and the number of candidates sitting is approximately 5,00,000.

**Stage I:**

**Preliminary Examination** held in June every year **results** are published in mid August

**Stage II: Mains**

* Examination held in October every year. Results are announced in January.
* Personality test (interview) - held in March. Final results are usually announced in May.
* The training program for the selected candidates usually commence the following September.

**Eligibility**

* Must be an Indian Citizen
* A Citizen of Nepal or Bhutan
* A Tibetan refugee who settled permanently in India
* A person of Indian of Indian origin who has migrated from Pakistan, Myanmar, Sri Lanka, Kenya, Uganda, Tanzania, Zambia, Malawi, Zaire, Ethiopia with the intention of permanently settling in India.

**Educational Qualification**

* A degree from central, state or a deemed university
* A degree received from correspondence
* A degree from an open university
* A qualification recognized by the Government of India as being equivalent to one of the above.
* Candidates who have appeared in ann examination the passing of which would render them educationally qualified enough to satisfy one of the above points.
* Candidates who have passed the final exam of the MBBS degree but have not yet completed an internship.
* A degree from a private university
* A degree from any foreign university
* The candidates who have passed the final exam of ICAI, ICSI, ICWAI

**Age limit (August, 1)**

* 21 years to 32 years – for general category
* 37 – for SC/ST
* 40 years – for defense service personals disabled in operation during hostilities.

**Number of attempts**

* General category – 6
* OBC ------------------ 9
* SC/ST ----------------- no limit till 32 years
* Appearing to attempt one of the papers in the preliminary examination is counted as an attempt including disqualification/ cancellation of candidature
* However, applying to sit in the exam but, failing to attend is not counted as an attempt.

**17.2 Joining the Indian Armed Force (Combined Defense Service Exam)**

**Introduction**

Indian Armed Forces are the military forces of the Republic of India. it consists of three professional uniformed services, namely

1. Indian Army
2. Indian Navy, and
3. Indian Air Force

**Eligibility**

Bachelor’s in any stream with Math and Physics in Class 12th.

No minimum percentage is specified.

**Age limit**

19-23 years age

Only men are eligible

CDS is conducted twice a year (February and August)

Notification appears on the official UPSC Website (<http://careerairforce.nic.in>) as well as in leading dailies and Employment News

**Flying Officer (Pilot) through Short Service Commission**

**Eligibility:**

* Tenth with 60% marks
* 19-23 years
* Only men

**Notification in December and June in Employment News and National Dailies.**

**Direct Entry Scheme as a Flying Officer:**

* Eligibility for Flying Officer is Aeronautical Engineers (electronics) is a B.Tech. with 60% marks.
* 18-28 (if married)---18-25(if unmarried)
* Both men and women are eligible.
* Notification in December and June in Employment News and other national Dailies.
* Aeronautical Engineering deals with Developing. Constructing, Designing, Maintaining and Operating missile and military aircrafts.
* Computer technology is used to enhance the learning process
* Aeronautical Engineering also involves the aerospace Engineering dealing with both aspects of Spacecraft and Aircraft
  1. **Police**
* **Age—18 to 21 years**
* **Qualifications—**10+2 (from a recognized institution)
* Height—minimum 170 cm
* **Chest**: minimum 81cm to 85 cm (with minimum expansions of 4 cms.)
* **Sub-inspector in DP.**
* **Qualification:** Graduation
* **Selection:** through Staff Selection Commission (SSC) through graduate Level **Examination under central armed police forces** (CAPF) which covers all the Para Military Forces of the Country.

**Career opportunities available in DP**

* Constable
* Ministerial cadre
* Sub-Inspector
* Assistant Commissioner of Police
* DCP

Form, apply on line: www.delhipolice.nic.in

10th pass and 12th pass

Age: 18—30 years

All details are available at official

* delhipolice.gov.in
* delhipolicerecruitment.nic.in

**Height:** minimum 165 cm.

**Chest: minimum:** 76 cm (unexpended) &80 cms expended

1. Physical Standard Test (PST)
2. Physical Efficiency Test (PET)
3. Written Examination (OMR based or CBT based)
4. Personal Interview (PI)
5. Document Verification (DV)

**They are required to appear for physical examination, written test and intervie**

* 1. **Pilot**

**Introduction**

* To become a Commercial Pilot, one must possess CPL (Commercial Pilot License).
* This license is issued after a candidate clears the training program from an institute recognized by Civil Aviation Authority of that country, DGCA in case of India.

**Qualifications**

* 10+2 (PCM)
* Minimum marks: 50%

**Fitness Standards**

* A commercial Pilot has to be fit physically and mentally.
* That’s why during the selection process, lots of emphasis is laid on the medical status of the candidate.
* Here are some medical standards set by authorities, which interested candidates have to satisfy in order to get selected into CPL training program;

1. **Class I Medical certificate is needed before joining the CPL.**
2. **Eyesight specifics—one eye has to have perfect eyesight, without any defects (6/6). It is allowed to have certain imperfections in the eyesight of the other eye (6/9)**. **But, this imperfection should be corrected to 6/6.**
3. **Candidate must not have any serious physical deformity. Also he/she should not have any kind of mental disorder, or any history of having such mental illness.**

In case you have passed 12th Science, you may join the CPL training program if you meet the above mentioned educational and medical standards. You may approach private institutes, fill forms and get started.

Most institutes have a **Pilot Aptitude test,** which a candidate must clear, in order to get selected. The Aptitude test is a **3 stage process** comprising of

1. **Written Examination**
2. **Interview** and
3. **Aptitude Test.**

* The written examination deals with subjects like, **Mathematics, Geography, General Knowledge, English Skills etc.**
* Candidates who manage to clear these two stages are called for the third stage. **Medical examination** is conducted.
* Finally, a merit list is prepared, based on the performance of candidate in each stage of the selection process as well as the medical examination.
* Based on merit, deserving candidates will be selected and trained to become Commercial Pilots.
* Once selected for the CPL training, students with no prior flying experience are given Ab initio CPL training.
* The duration of the entire program may vary from one institute to another.
* On an average, it could last anywhere between 15—18 months
* Most flying schools offer combination of **ground Training** and **Flying Training. Simulator Training** is also given to candidates.
* Ground Training consists of subjects like Air Navigation, Aviation meteorology, Air Regulations, RTR, Aircraft General and technical knowledge.
* Flying Training, at first, will be supervised. A flight instructor will assist and guide the candidate at start.
* To obtain the CPL, a candidate must complete **200 hours** of flight time. This flight time is usually made up of time; as pilot in command; instrument time and flight time by night.
* After clocking the required flying hours, one may apply for CPL.
* After passing the exam held by DGCA (subjects are –Air navigation, Air regulation, Aviation Meteorology, Aircraft technical & General Knowledge and Aircraft Specific Knowledge), successful candidates will be awarded the **CPL.** Passing marks or percentage for these exams held by DGCA are 70%
* Once a candidate completes the training and has the CPL he/she may apply for job at commercial airlines or charter companies.
* But, possessing CPL is not the end of it!
* After getting CPL, you may also have to spend money for type rating.
* Based on the airline that you join and the aircraft you will fly, you will be given specific training (keeping that aircraft in mind). You will be asked to pay expenses of this **type rating** by the airlines.
* Airlines these days prefer pilots possessing the **ATPL** (Airline Transport Pilot License).
* For possessing the ATPL, candidates must have at least 1500 hours of flight time under his/her belt.
* He/she also has to pass 4 of the exams mentioned above.

# Off-beat Careers

# Introduction

# Generation today, have a pool of options to choose from depending upon their interest, skills and personal characteristics. Some people are not comfortable for the traditional careers and work place. They have a desire to do something different from the regular ones. Unconventional careers are becoming more and more popular with majority of individuals opting for these challenging opportunities with a will to make an impact in this ever changing and growing world.

# Considering various occupations, there will be a significant amount of growth between now and coming next 10 years. Let us look at some interesting careers which are paved by the passion of the out-of-the-box thinkers.

# Cartoonist

# Cartoon Animators are generally required to have a bachelor’s degree in animation, graphic design or fine arts with certain skills and practical experience. Cartoon animators work in the entertainment, design and advertising industries. These professionals combine their drawing skills with art techniques to create television shows, animated commercials, and other products. A bachelor’s degree is usually required in order to become a cartoon animator, and most employers require submission of a professional portfolio as well.

# Calligrapher

# Calligraphy is a visual art, but one who is dedicated solely to the creation of text. It is in high demand in the areas such as wedding stationery; font and logo design;and even for the creation of inscriptions and historical documents. In fact as we move towards a world where ever increasing amount of text appear online, the hand written word seems to be more highly celebrated than ever before. *The word calligraphy is formed from two Greek words, ‘kalli’ i.e. beautiful and ‘graphy’ means writing.* “The beautiful writing”.

# System Analyst

# Most employers require system analyst to have at least a bachelors degree in computer system analysis, computer science, computer information systems, management information systems, business intelligence and the similar fields. they are the big thinkers in IT. These professionals analyze an organization’s current computer systems and procedures, and recommend strategic changes to increase productivity, reduce costs and accomplish other business goals. The system analyst’s prime directive is to maximize the return on investment (ROI) of an organization’s IT spends.

# Food Blogging

# Food blogging represents a complex interweaving of “foodie” or gourmet interest in cooking with those of blog writing and photography. The majority of blogs use pictures taken by taken by the author himself/herself and some of them focus specially on food photography. There are different types of food blogging. Bloggers cook extensively; and from a blog that documents highly authentic recipes or experimental food or just about anything that one is cooking.

# Jewelry designer

# Becoming a jewelry designer give you the freedom to express yourself creativity, and share your designs with the world to enjoy. You have the opportunity to be self employed or work for reputable jewelers. It is your choice to learn the trade through on-the-job training or gain formal training at a school. This job is perfect for driven people who need a way to share their creativity and style others.

# Fitness experts/personal trainer

# There are thousands of people who are passionate about health and fitness and considering a career change. It ia a better option, if they have a degree and they know or learn about the biochemistry, anatomy and exercise physiology. Getting a certificate as a personal trainer may be the other option. Unlike in certain other fields, there are no predetermined paths in fitness. In other words, there is no single or obvious path to becoming a successful health and fitness coach. But, you can create your own unique path to the dream job you want.

# Travel planners.

# If you want to start a successful independent travel agency

# Connect with a host agency. One of the best tips is to connect with a host agency to begin a career as an independent travel agent.

# Make sure that you get the necessary training

# Develop a Niche Market.

# Become the expert

# Give your customers the service you may want for yourself.

# Skin-care Specialist: A Cosmetology Education

# As an inspiring skincare specialist or esthetician, you need an education, but not a traditional college degree like an associate’s, bachelors or master’s degree. Instead you will need specialized training in the field of professional skincare training school.

# Athlete trainer: An Athlete-trainer requires a bachelor’s degree or preferably a master’s degree in athletic training.

# Gaining of experience is recommended

# Obtain certification and licensure

# Degree level: bachelor’s or master’s

# Degree field: Athletic training

# Training/experience: clinical field training constitutes experience for entry-level positions.

# Certificate: enquire, if a certificate is required

# Key skills: Decision making; communication; interpersonal skills; detail oriented; compassion

1. **Cartoonist**
2. **Current trends in the insurance Sector:**

* According to the Insurance regulatory and development Authority, the premium collected by Indian Insurance increased substantially during last couple of years.
* The Indian insurance industry is bifurcated into many segments, due to which there is an abundance of jobs for graduates.
* It has 52 insurance companies, of which24 are in “Life Insurance” business 28 are non-life insurer.
* Stakeholders in the market include agent (individual and corporate), brokers, surveyors and third party administrators serving health insurance claims.
* Additionally with various innovations catering to the market need, newer jobs are constantly on offer.
* For instance, traditionally, the areas covered under insurance included ,life insurance, pensions and education plans for children.
* However, people can now insure their weddings (against cancellation) as well.
* Beside core insurance functions, there are various job opportunities for fresh candidate in areas such as sale, operations, IT and finance.
* Opportunities that require candidate to identify new channels for expanding insurance and strengthening the existing channels also exist.
* A bachelor’s degree is a minimum requirement to be eligible for insurance kob in India.
* More importantly what companies look for in graduates is a knack to sell.
* Most companies however, conduct an orientation for fresh recruits to acquaint them with how the industry functions and train new employees in the fundamental skillsthey would need on the job.

1. **Master of trade (Stock brokers)**

* Stock brokers are involved in buying and selling shares for clients for a commission.
* There are some big brokerage firms, however, who do not restrict themselves just to shares. They offer mutual funds, insurances, currencies, and other financial products as well.
* Fresh Graduates/post-graduates get jobs as assistant relationship managers (ARMs) and relationship managers (RSM).
* They are required to be in constant touch with the clients, inform them of market movements and advise them on the amount of risk they should take.
* Becoming a sub-broker or a franchise of a big brokerage company is an option.
* As a sub-broke you will need to deposit a certain amount of money depending on the volumes you plan to handle.
* It is not easy to become a full-fledged broker, as the card which allows you to trade is quite expensive.

**Getting there**

* Most brokerage firms hire ARMs and RMs from noted MBA institutes.
* In addition to your business degree, you could arm yourself with certificates such as National Stock Exchange’s certification in financial markets and the Bombay Stock Exchange certification on derivatives exchange.

**Institutes and ORLS**

* BSE Training Institutes Mumbai ([www.bseindia.com](http://www.bseindia.com))
* National Stock Exchange Mumbai (nseindia.com)
* Institute of Company Secretaries of India, New Delhi ([www.icsi.edu](http://www.icsi.edu))
* Institute of Chartered Accountants of India, ND ([www.icai.org](http://www.icai.org))

**Skills/traits**

* You should understand the pulse of the Sensex and Nifty.
* Trust and integrity, otherwise you can hurt the client’s prospects and the Company’s reputation.
* You deal with people’s life savings, so giving the right advice is critical.

**Pros and cons**

* The Stock Market is directly connected with economic growth, so higher GDP means higher salaries.
* One mistake can cost clients heavy, so pressure is high.
* The work can affect family life.

**The payoff**

* A relation manager with an MBA in finance can draw 6 lakhs or more depending on the firm.
* Non-finance RMs earn less.
* A good RM can rise to become a team leader, a zonal manager of a branch.

# AGRI-FORCE

# Indira Gandhi National Open University (IGNOU) school of Agriculture offers a six-month post-graduate certificate program in agriculture policy to develop human resource for planning, development and implementation of National policies in agriculture.

# The program, which is also offered on line ()[www.ignouonline.ac.in/soa](http://www.ignouonline.ac.in/soa)), covers various aspects essential for policy formulation to achieve overall economic development of the country. The curriculum addresses the factors related to the agriculture development process in India, farmers’ plight, their intellectual property rights issues in case of plant breeding and others, and research opportunities.

**EARTH SCOPE**

* Earth science is the broadest in scope among the natural sciences.
* Brock (land), ocean, air and living organisms interact through physical, chemical and biological processes that move materials and energy on the Earth.
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* Hence, there stands a need to build strong departments of Earth science with sustained leadership.

**Subject Areas**

* Geosciences falls under three categories

1. Academic/research (for example, understanding origin and distribution of resources).
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* Standardized tests for colleges do not list geosciences.
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# Athlete trainer

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# Gaining of experience is recommended

# Obtain certification and licensure

# Degree level: bachelor’s or master’s

# Degree field: Athletic training

# Training/experience: clinical field training constitutes experience for entry-level positions.

# Certificate: enquire, if a certificate is required

# Key skills: Decision making; communication; interpersonal skills; detail oriented; compassion

# Some of the occupations listed above require years of training and experience. Those who join these professions after 10+2 can easily make the way into any of these careers and find as the experience grows, provided there exists a zest for it. In other careers a UG or PG degree is required.

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  1. **Cluster Innovation Centre (CIC)** [**www.cic.du.ac.in**](http://www.cic.du.ac.in) **or** [**www.du.ac.in**](http://www.du.ac.in)
  2. **Coast Guard**
  3. **Detective (102)**
  4. **EARTH SCOPE**
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* Geo-sciences address ideological challenges and social issues.
* Vital industries like oil and mining need interaction with geoscientists for their developments.
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**Subject Areas**

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  2. **Food blogging**

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* 1. **Indian Air Force**
  2. **JOINING THE INDIAN AIR FORCE (Combined Defense Service Exam)**

Eligibility: Bachelor’s in any stream with Math and Physics in Class 12th.

No minimum percentage is specified.

19-23 years age

Only men are eligible

CDS is conducted twice a year (February and August)

Notification appears on the official UPSC Website (<http://careerairforce.nic.in>) as well as in leading dailies and Employment News

**Flying Officer (Pilot) through Short Service Commission**

**Eligibility:**

* Tech. with 60% marks
* 19-23 years
* Only men

**Notification in December and June in Employment News and National Dailies.**

**Direct Entry Scheme as a Flying Officer:**

* Eligibility for Flying Officer is Aeronautical Engineers (electronics) is a B.Tech. with 60% marks.
* 18-28 (if married)---18-25(if unmarried)
* Both men and women are eligible.
* Notification in December and June in Employment News and other national Dailies.
* Aeronautical Engineering deals with Developing. Constructing, Designing, Maintaining and Operating missile and military aircrafts.
* Computer technology is used to enhance the learning process
* Aeronautical Engineering also involves the aerospace Engineering dealing with both aspects of Spacecraft and Aircraft
  1. **Navy**
  2. **Pilot**

**Introduction**

* To become a Commercial Pilot, one must possess CPL (Commercial Pilot License).
* This license is issued after a candidate clears the training program from an institute recognized by Civil Aviation Authority of that country, DGCA in case of India.

**Qualifications**

* 10+2 (PCM)
* Minimum marks: 50%

**Fitness Standards**

* A commercial Pilot has to be fit physically and mentally.
* That’s why during the selection process, lots of emphasis is laid on the medical status of the candidate.
* Here are some medical standards set by authorities, which interested candidates have to satisfy in order to get selected into CPL training program;

1. Class I Medical certificate is needed before joining the CPL.
2. Eyesight specifics—one eye has to have perfect eyesight, without any defects (6/6). It is allowed to have certain imperfections in the eyesight of the other eye (6/9). But, this imperfection should be corrected to 6/6.
3. Candidate must not have any serious physical deformity. Also he/she should not have any kind of mental disorder, or any history of having such mental illness.

In case you have passed 12th Science, you may join the CPL training program if you meet the above mentioned educational and medical standards. You may approach private institutes, fill forms and get started.

Most institutes have a **Pilot Aptitude test,** which a candidate must clear, in order to get selected. The Aptitude test is a **3 stage process** comprising of

1. **Written Examination**
2. **Interview** and
3. **Aptitude Test.**

* The written examination deals with subjects like, **Mathematics, Geography, General Knowledge, English Skills etc.**
* Candidates who manage to clear these two stages are called for the third stage. **Medical examination** is conducted.
* Finally, a merit list is prepared, based on the performance of candidate in each stage of the selection process as well as the medical examination.
* Based on merit, deserving candidates will be selected and trained to become Commercial Pilots.
* Once selected for the CPL training, students with no prior flying experience are given Ab initio CPL training.
* The duration of the entire program may vary from one institute to another.
* On an average, it could last anywhere between 15—18 months
* Most flying schools offer combination of **ground Training** and **Flying Training. Simulator Training** is also given to candidates.
* Ground Training consists of subjects like Air Navigation, Aviation meteorology, Air Regulations, RTR, Aircraft General and technical knowledge.
* Flying Training, at first, will be supervised. A flight instructor will assist and guide the candidate at start.
* To obtain the CPL, a candidate must complete **200 hours** of flight time. This flight time is usually made up of time; as pilot in command; instrument time and flight time by night.
* After clocking the required flying hours, one may apply for CPL.
* After passing the exam held by DGCA (subjects are –Air navigation, Air regulation, Aviation Meteorology, Aircraft technical & General Knowledge and Aircraft Specific Knowledge), successful candidates will be awarded the **CPL.** Passing marks or percentage for these exams held by DGCA are 70%
* Once a candidate completes the training and has the CPL he/she may apply for job at commercial airlines or charter companies.
* But, possessing CPL is not the end of it!
* After getting CPL, you may also have to spend money for type rating.
* Based on the airline that you join and the aircraft you will fly, you will be given specific training (keeping that aircraft in mind). You will be asked to pay expenses of this **type rating** by the airlines.
* Airlines these days prefer pilots possessing the **ATPL** (Airline Transport Pilot License).
* For possessing the ATPL, candidates must have at least 1500 hours of flight time under his/her belt.
* He/she also has to pass 4 of the exams mentioned above.
  1. **Police.**
* **Age—18 to 21 years**
* **Qualifications—**10+2 (from a recognized institution)
* Height—minimum 170 cm
* **Chest**: minimum 81cm to 85 cm (with minimum expansions of 4 cms.)
* **Sub-inspector in DP.**
* **Qualification:** Graduation
* **Selection:** through Staff Selection Commission (SSC) through graduate Level **Examination under central armed police forces** (CAPF) which covers all the Para Military Forces of the Country.

**Career opportunities available in DP**

* Constable
* Ministerial cadre
* Sub-Inspector
* Assistant Commissioner of Police

Recruitment 2019,

Notification—15000 vacancies

Form, apply on line: www.delhipolice.nic.in

10th pass and 12th pass

Age: 18—30 years

All details are available at official website:

delhipolice.gov.in

delhipolicerecruitment.nic.in

height: minimum 165 cm.

chest: minimum: 76 cm (unexpended) &80 cms expended

1. Physical Standard Test (PST)
2. Physical Efficiency Test (PET)
3. Written Examination (OMR based or CBT based)
4. Personal Interview (PI)
5. Document Verification (DV)

**They are required to appear for physical examination, written test and intervie**

* 1. **Railways**
  2. **Skin-care specialist: A Cosmetology Education**

# As an inspiring skincare specialist or esthetician, you need an education, but not a traditional college degree like an associate’s, bachelors or master’s degree. Instead you will need specialized training in the field of professional skincare training school.

* 1. **Stock brokers (Master of trade)**
  2. **System Analyst**

# Most employers require system analyst to have at least a bachelors degree in computer system analysis, computer science, computer information systems, management information systems, business intelligence and the similar fields. they are the big thinkers in IT. These professionals analyze an organization’s current computer systems and procedures, and recommend strategic changes to increase productivity, reduce costs and accomplish other business goals. The system analyst’s prime directive is to maximize the return on investment (ROI) of an organization’s IT spends.

* 1. **Travel planners.**

# If you want to start a successful independent travel agency

# Connect with a host agency. One of the best tips is to connect with a host agency to begin a career as an independent travel agent.

# Make sure that you get the necessary training

# Develop a Niche Market.

# Become the expert

# Give your customers the service you may want for yourself.

* 1. **Trends in the insurance Sector**
* According to the Insurance regulatory and development Authority, the premium collected by Indian Insurance increased substantially during last couple of years.
* The Indian insurance industry is bifurcated into many segments, due to which there is an abundance of jobs for graduates.
* It has 52 insurance companies, of which24 are in “Life Insurance” business 28 are non-life insurer.
* Stakeholders in the market include agent (individual and corporate), brokers, surveyors and third party administrators serving health insurance claims.
* Additionally with various innovations catering to the market need, newer jobs are constantly on offer.
* For instance, traditionally, the areas covered under insurance included ,life insurance, pensions and education plans for children.
* However, people can now insure their weddings (against cancellation) as well.
* Beside core insurance functions, there are various job opportunities for fresh candidate in areas such as sale, operations, IT and finance.
* Opportunities that require candidate to identify new channels for expanding insurance and strengthening the existing channels also exist.
* A bachelor’s degree is a minimum requirement to be eligible for insurance kob in India.
* More importantly what companies look for in graduates is a knack to sell.
* Most companies however, conduct an orientation for fresh recruits to acquaint them with how the industry functions and train new employees in the fundamental skillsthey would need on the job.

**17.28 Master of trade (Stock brokers)**

* Stock brokers are involved in buying and selling shares for clients for a commission.
* There are some big brokerage firms, however, who do not restrict themselves just to shares. They offer mutual funds, insurances, currencies, and other financial products as well.
* Fresh Graduates/post-graduates get jobs as assistant relationship managers (ARMs) and relationship managers (RSM).
* They are required to be in constant touch with the clients, inform them of market movements and advise them on the amount of risk they should take.
* Becoming a sub-broker or a franchise of a big brokerage company is an option.
* As a sub-broke you will need to deposit a certain amount of money depending on the volumes you plan to handle.
* It is not easy to become a full-fledged broker, as the card which allows you to trade is quite expensive.

**Getting there**

* Most brokerage firms hire ARMs and RMs from noted MBA institutes.
* In addition to your business degree, you could arm yourself with certificates such as National Stock Exchange’s certification in financial markets and the Bombay Stock Exchange certification on derivatives exchange.

**Institutes and ORLS**

* BSE Training Institutes Mumbai ([www.bseindia.com](http://www.bseindia.com))
* National Stock Exchange Mumbai (nseindia.com)
* Institute of Company Secretaries of India, New Delhi ([www.icsi.edu](http://www.icsi.edu))
* Institute of Chartered Accountants of India, ND ([www.icai.org](http://www.icai.org))
* **Skills/traits**
* You should understand the pulse of the Sensex and Nifty.
* Trust and integrity, otherwise you can hurt the client’s prospects and the Company’s reputation.
* You deal with people’s life savings, so giving the right advice is critical.

**Pros and cons**

* The Stock Market is directly connected with economic growth, so higher GDP means higher salaries.
* One mistake can cost clients heavy, so pressure is high.
* The work can affect family life.

**The payoff**

* A relation manager with an MBA in finance can draw 6 lakhs or more depending on the firm.
* Non-finance RMs earn less.
* A good RM can rise to become a team leader, a zonal manager of a branch.

**YYYYYYYYYYYYYYYYYYYYYYYYYYYYYYYYYYY**

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**17 Job Opportunities**

# 17.1 Calligrapher:

# Calligraphy is a visual art, but one who is dedicated solely to the creation of text. It is in high demand in the areas such as wedding stationery; font and logo design;and even for the creation of inscriptions and historical documents. In fact as we move towards a world where ever increasing amount of text appear online, the hand written word seems to be more highly celebrated than ever before. *The word calligraphy is formed from two Greek words, ‘kalli’ i.e. beautiful and ‘graphy’ means writing.* “The beautiful writing”.

* 1. **Civil Services, IAS, IPS, IRS, IRS, etc--Conducted by (UPSC)**
  2. **Coast Guard**
  3. **Earth Scope**
  4. **Fitness experts/personal trainer**
  5. **Flight Attendants (Cabin crew)**
  6. **Flight/ aviation/ Pilot**
  7. **Food blogging**
  8. **Jewelry designer**
  9. **Navy**
  10. **Off-beat careers**
  11. **Pilot**
  12. **Police.**
  13. **Railways**
  14. **Skin-care specialist: A Cosmetology Education**
  15. **Stock brokers (Master of trade)**
  16. **System Analyst**
  17. **Travel planners.**
  18. **Trends in the insurance Sector**
  19. **What is Dairy Management?**