

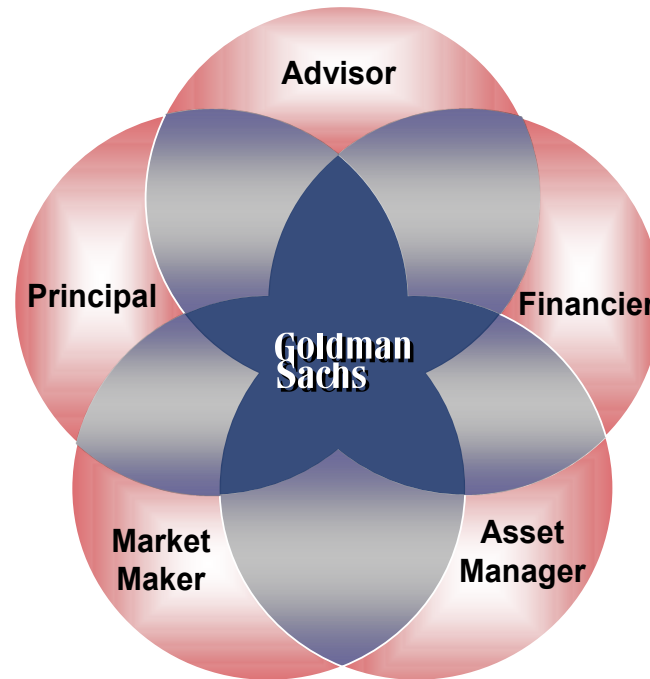
Goldman Sachs

goldmansachs.com/careers



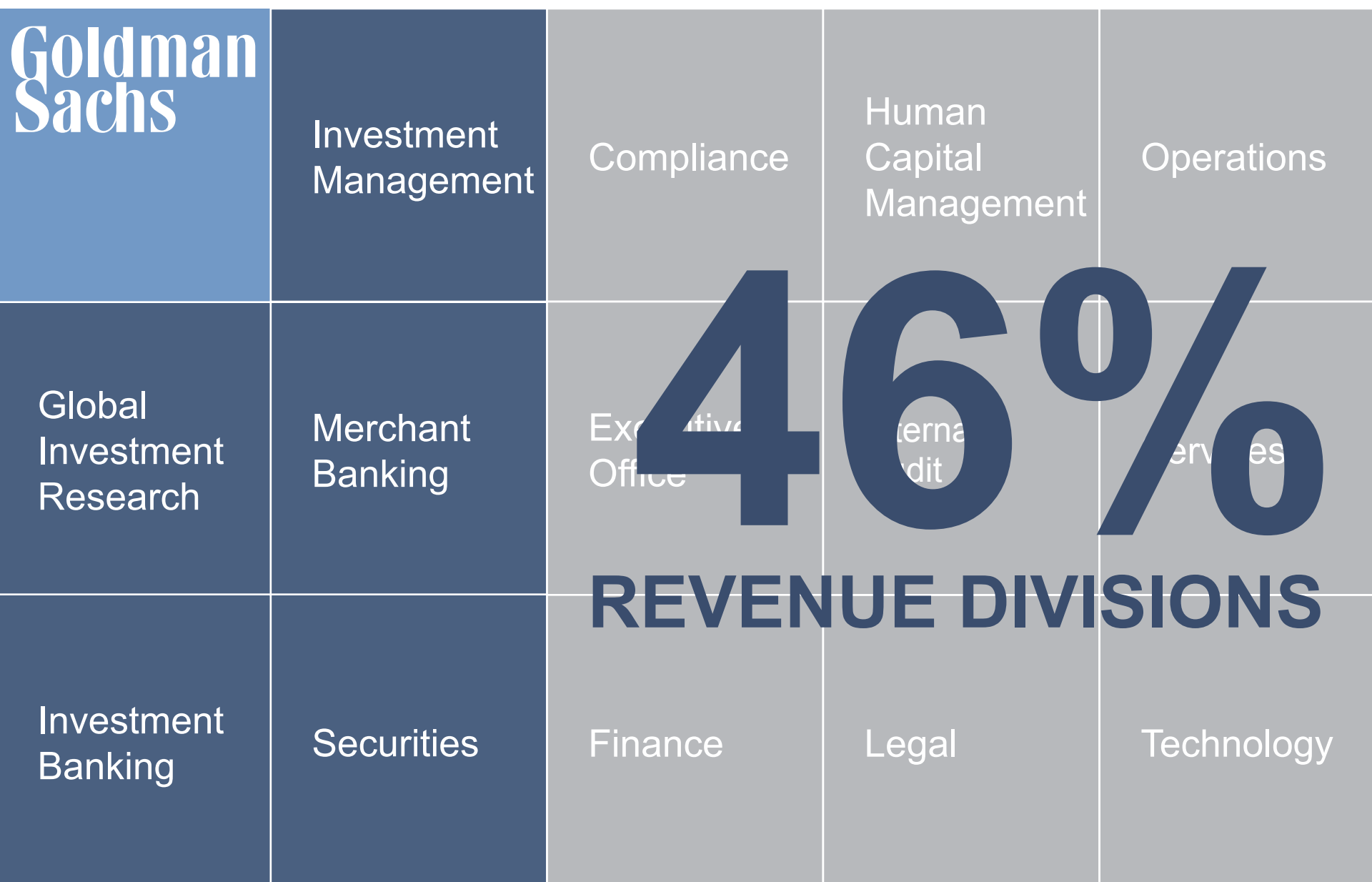
Goldman Sachs

A Global Financial Services Firm

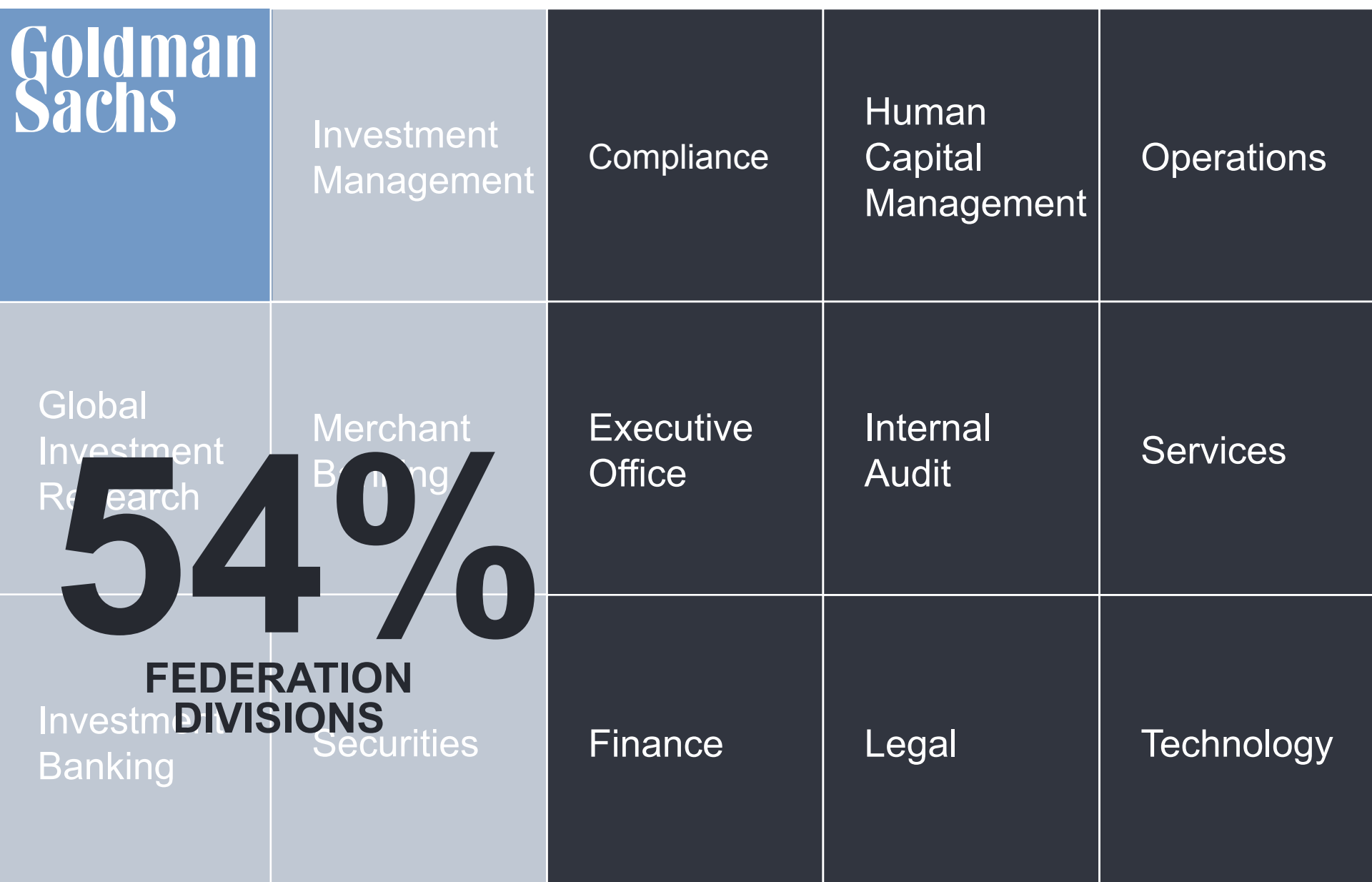


- Help companies and public institutions access the capital they need to build, grow and create jobs through Investment Banking
- In our Securities division, we serve as a market maker by providing clients with liquidity and best execution across a range of cash and derivative equity and fixed income products
- Manage client assets in our Asset Management franchise
- Co-invest with our clients in our Merchant Banking business

THE DIVISIONS OF THE FIRM

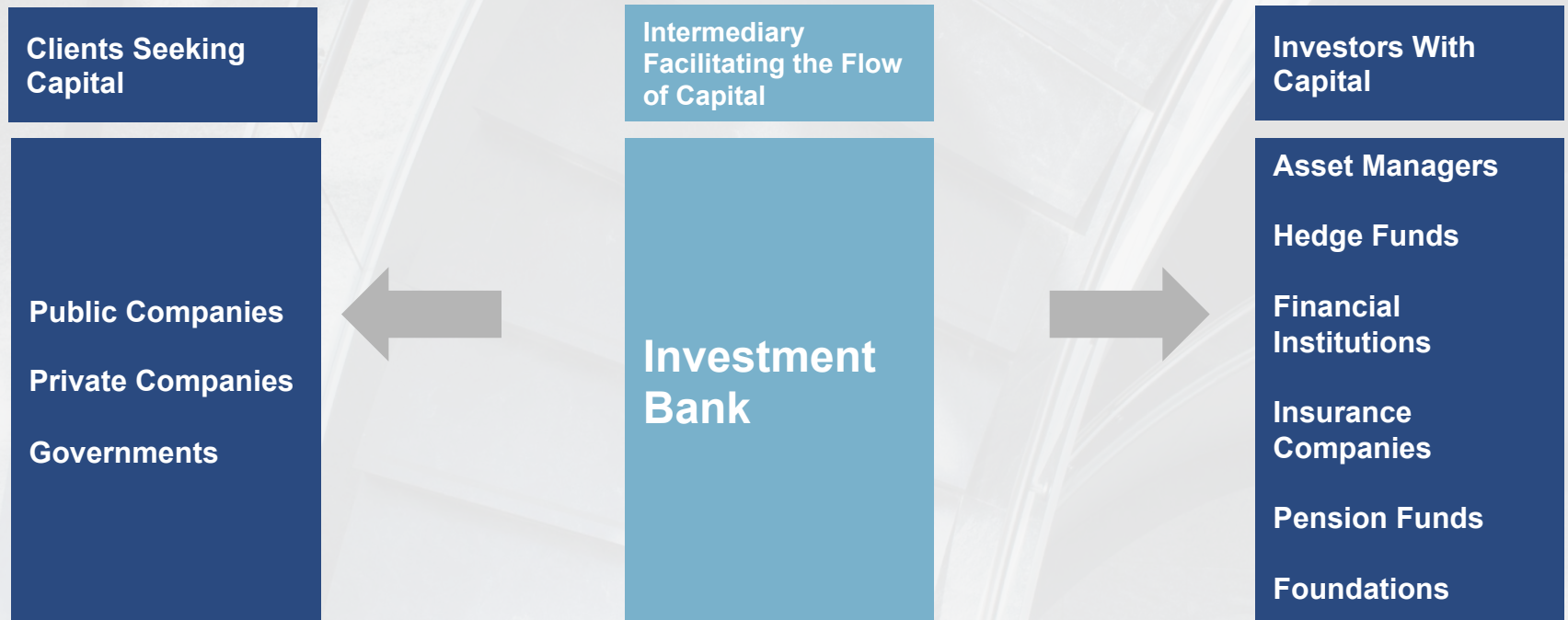


THE DIVISIONS OF THE FIRM



SECURITIES DIVISION OVERVIEW

What Does an Investment Bank Do?



HOW GOLDMAN SACHS WORKS WITH CLIENTS

Example: Debt Underwriting to Fund Business Expansion

- **Client Motivation:** To provide capital in order to expand and grow the business, eg manufacturer building a new factory
- **Solution:**
 - Securities sales will provide secondary markets for debt offerings originated by our Financing Group

Corporate Client



**Goldman Sachs
Investment Bkg
Group**



**Goldman Sachs
Sales & Trading**



**Asset
Managers**

*Works to originate
and structure debt
offering in order to
fund new factory*

*Provides secondary
market for debt*

*Sells debt to Asset
Manager clients who
want to add Corporate
Debt to their portfolio*



Undergraduate Recruiting Timeline

- **Freshman Year** – Grades, Grades, Grades
- **Freshman Summer** → Resume building (local politician, friend's parents, work w/a professor, etc.)
- **Sophomore Year** - Fall on-campus Interviews for Summer Internships
- **Sophomore Summer** → First opportunity for Summer Internships.
- **Junior Year** – Fall on-campus Interviews for Summer Internships.
- **Junior Summer** → Second opportunity for Summer Internships.
- **Senior Year** – Full time job offers extended in Sept.



What skills do I need to succeed?

- Interest in the Financial Services industry
 - High Academic Achievement
 - Good communication and interpersonal skills
 - Demonstrated leadership and teamwork capabilities
 - Evidence of hard work and commitment
 - Understanding of your interests and work style – self awareness!
-

What if I am not a Finance major?

- English
 - Economics
 - Engineering
 - History
 - Political Science
 - Computer Science
 - Math & Statistics
 - Art History
 - Foreign Language Studies
-

What does GS look for?

Technical Skills

- Interest in finance and the markets

Strong Academics

- High academic achievement and overall well-roundedness
- Various degrees and majors including Finance, Business, Engineering, Computer Science and Information Systems, Sciences, Math, Liberal Arts, Languages, Economics, Real Estate, etc.

Personal Characteristics

- Team oriented and leadership potential
- Self motivated
- Strong communication skills
- Detail oriented, analytical with strong technical and problem-solving skills
- Good judgment and ability to think on feet

Questions we ask ourselves

- Is this person a good fit for Goldman Sachs?
 - Is GS the right environment for this person to build a career?
 - Does this person have a passion for the markets and the industry?
 - Will this person grow and thrive at the firm?
-

How do I get a job on Wall Street?

- **Expand your understanding of this industry**
 - Wall Street Journal, Business Week, Yahoo Finance
 - Pick a specific product, company or market to follow
 - **Get involved**
 - Campus – extra-curricular clubs, organizations or sports
 - Work Experience – summer jobs and internships
 - **Take advantage of your career center**
 - Alumni in your industry
 - Get to know the business school professors
 - Financial services literature
 - Skills-based prep such as resume critiques and mock interviews
 - **Learn from your peers**
 - Speak to others who have interned on Wall Street
 - Understand the differences between jobs and where you'd best fit
 - Get advice on how to prepare
 - **Study Hard**
-

THE ANALYST EXPERIENCE

Responsibility	<ul style="list-style-type: none">■ Early and significant■ Entrepreneurial ideas supported
Content: Quantity and Quality	<ul style="list-style-type: none">■ You will have exposure to clients and transactions from the start of your career
Peers	<ul style="list-style-type: none">■ You are working with a global cohort of exceptional, motivated, and passionate people
Growth Opportunities	<ul style="list-style-type: none">■ Expand throughout your career<ul style="list-style-type: none">— Senior leaders with a long term interest in your development— Mobility assignments— Continuing education programs— Defined career path

How do I get a job on Wall Street?

The Best Advice I Ever Got...

“Exploring the WHY”

What resources are available on [gs.com/careers](https://www.gs.com/careers)?

- People profiles – including videos
- Application process manuals
- Descriptions of our businesses
- Summer Intern Toolkit

And much more!

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Find out more on goldmansachs.com/careers and check out our [Careers Blog](#).



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Questions?
