

# Careers in Finance

The field of finance is broad and very dynamic. It directly affects the lives of every person and every organization, financial or nonfinancial, private or public, large or small, profit seeking or not-for-profit. Financial intelligence is required for Financial freedom. There are many areas for study, and a large number of career opportunities are available in the field of finance.

Finance is concerned with the processes, institutions, markets, and instruments involved in the transfer of money among and between individuals, businesses, and governments. An understanding of finance will benefit most adults by allowing them to make better financial decisions. Those who work in financial jobs will benefit from an understanding of finance by being able to interface effectively with the firm's financial personnel, processes, transactions and procedures.

## *Career Paths Available to Finance Graduates:*

### FINANCIAL SERVICES

- Banking and other financial institutions- loan officer, bank manager, etc.
- Personal financial planning
- Investments- money managers, stockbrokers, etc.
- Real estate- appraisers, brokers, etc.
- Insurance- agents, brokers, etc.

### CORPORATE FINANCIAL MANAGEMENT

- Financial analyst
- Capital budgeting analyst/manager
- Cash manager
- Credit analyst/manager
- Pension fund manager
- Project financial manager



## Financial Services

<u>AREA</u>	<u>CAREER OPPORTUNITIES</u>
Banking and other financial institutions	<i>Loan Officers</i> evaluate and make recommendations with regard to installment, commercial, real estate, and/or consumer loans. <i>Retail bank managers</i> run bank offices and supervise the programs offered by the bank to the customers. <i>Trust officers</i> administer trust funds for estates, foundations, and business firms.
Personal financial planning	<i>Financial planners</i> , working independently or as employees, advise individuals with regard to the management of all aspects - budgeting, taxes, investments, real estate, insurance, and retirement and estate planning - of their personal finances and help them to develop a comprehensive financial plan that meets their objectives.
Investments	<i>Stockbrokers</i> , or account executives, assist clients in choosing, buying, and selling securities. <i>Securities analysts</i> study stocks and bonds, usually in specific industries, and advise securities firms and their customers, fund managers, and insurance companies with regard to them. <i>Portfolio managers</i> build and manage portfolios of securities for firms and individuals. <i>Investment bankers</i> provide advice to security issuers and act as middlepersons between issuers and purchasers of newly issued stocks and bonds.
Real estate	<i>Real estate agents/brokers</i> list residential and commercial property for sale or lease, find buyers and lessees for listed property, show property, and negotiate the sale or lease of property. <i>Appraisers</i> estimate the market values of all types of property. <i>Real estate lenders</i> analyze and make recommendations/decisions with regard to loan applications. <i>Mortgage bankers</i> find and arrange financing for real estate projects. <i>Property managers</i> handle the day-to-day operations of properties to achieve maximum returns for their owners.
Insurance	<i>Insurance agents/brokers</i> interview prospects, develop insurance programs to meet their needs, sell them policies, collect premiums, and assist in claims processing and settlement. <i>Underwriters</i> appraise and select the risks that their company will insure and set the associated premiums.

## Corporate Financial Management

<u>Position</u>	<u>Description</u>
Financial analyst	Primarily responsible for preparing and analyzing the firm's financial plans and budgets. Other duties include financial forecasting, performing financial ratio analysis, and working closely with accounting.
Capital budgeting analyst/manager	Responsible for the evaluation and recommendation of proposed economic investment projects. May be involved in the financial aspects of implementation of approved investments.
Project finance manager	In large firms, arranges financing for approved investments. Coordinates consultants, investment bankers, and legal counsel.
Cash manager	Responsible for maintaining and controlling the firm's daily cash balances. Frequently manages the firm's cash collection, short-term borrowing and banking relationships.
Credit analyst/manager	Administers the firm's credit policy by analyzing or managing the evaluation of credit applications, extending credit, and monitoring and collecting accounts receivable.
Pension fund manager	In large companies, responsible for coordinating the assets and liabilities of employees' pension funds. Either performs investment management activities or hires and oversees the performance of these activities by a third party.