



CAPITAL MARKET

INDUSTRY OVERVIEW:

The capital market industry is where savings and investments are channeled between suppliers and buyers in the form of equity, securities, stocks, bonds, or other financial assets. Suppliers are people or institutions with capital to lend or invest, and typically include banks and investors. Those seeking capital in this market are business, governments, and individuals. The most common capital markets are the stock market and the bond market. Both seek to improve transactional efficiencies by bringing suppliers together with those seeking capital and providing a place where they can exchange securities.

Here are some examples of potential markets in Canada:

- **Toronto Stock Exchange (TSX):** The hub of Canada's most renowned companies, offering the thrill of equity trading across various industries (<https://www.tsx.com/>)
- **Canadian Securities Exchange (CSE):** A playground for innovative startups and emerging industries, paving the way for future market giants (<https://thecse.com/en>)
- **Canadian Fixed-Income Market:** Immerse yourself in the captivating world of bonds, where stability meets lucrative investment opportunities (<https://www.bankofcanada.ca/markets/canadian-fixed-income-forum/>)
- **Montreal Exchange (MX):** Venture into the realm of derivatives, where financial products are crafted from imagination and strategy (<https://www.m-x.ca/en/>)
- **Foreign Exchange (Forex) Market:** Unlock the secrets of global currency trading, a 24/5 adventure that transcends borders and time zones (<https://www.forex.com/en-ca/>)

POTENTIAL EMPLOYERS:

- **RBC Capital Markets:** Where innovation meets tradition, driving excellence in investment banking and equity research (<https://www.rbccm.com/en/>)
- **TD Securities:** A powerhouse of mergers and acquisitions, debt and equity capital markets, and groundbreaking financial solutions (<https://www.tdsecurities.com/ca/en>)
- **Scotiabank Global Banking and Markets:** A realm of expertise in foreign exchange, fixed income, and corporate and investment banking (<https://www.gbm.scotiabank.com/en.html>)
- **BMO Capital Markets:** A driving force in capital raising, corporate banking, and financial advisory services (<https://capitalmarkets.bmo.com/en/>)
- **CIBC Capital Markets:** A world of opportunity in advisory services and strategic capital raising (<https://cibccm.com/en/>)
- **National Bank Financial (NBF):** Where comprehensive investment solutions and wealth management converge (<https://www.nbfwm.ca/>)
- **Desjardins Securities:** Pioneering the path to success through capital markets and advisory services (<https://www.desjardins.com/ca/about-us/desjardins/governance-democracy/structure/desjardins-securities/index.jsp>)

JOB SEARCHING TIPS:

- **Networking:** Connect with the financial wizards of the industry through events, alumni, and LinkedIn.
- **High academic performance:** Master your knowledge in finance, economics, accounting, computer programming and related subjects and majors which employers are looking for.



- **Internships and Co-op Programs:** Start your CM career journey through internships and co-op work terms which various companies are offering for students.
- **Stay informed:** Keep up to date with the latest financial news and trends as well as regulatory incantations.
- **Develop Your Skills:** Hone your analytical prowess through practical projects and engaging extracurricular activities.
- **Elevate Your Credentials:** Consider wielding powerful certifications like the Canadian Securities Course (CSC) to dazzle potential employers.
- **Practical Spellcasting:** Marquee Group Training emphasizes hands-on learning, allowing you to wield your financial wand through real-world scenarios and case studies.

RECRUITMENT INSIGHT:

Complete your application understanding that finance employers look for the following:

- Knowledge and interest in the market and their specific type of finance.
- A good academic standing.
- Extra-curricular activity (i.e., competitive sports, investment society, leadership).
- Good communication skills.
- Relevant or transferable work experience.

For interview success:

- Know what is going on in the news and how it relates to the markets and be able to elaborate and support your opinion.
- Expect various types of questions (behavioral, situational, technical and finance specific).
- Talk about your actions and achievements, not what your team or group did (use PAR or STAR).
- Know the company stock price and roughly where the market is.

INDUSTRY SPECIFIC TERMS & WEBSITES:

- **Bloomberg** - A news company that offers real time and historic prices, trends, and analysis of securities, as well as information and reporting on the economy. News is covered in a variety of media, notably television, radio, the Internet, and its own Bloomberg Terminal, a software program that offers a great deal of information in real time. <http://financial-dictionary.thefreedictionary.com/Bloomberg>
- **VBA** - As innovation in finance develops and transactions become more complex, they require a level of analysis that surpasses the ability of a standard spreadsheet program and necessitates the implementation of computer programming. The most effective way of harnessing the power of programming for finance is to learn Visual Basic Applications (VBA) within the context of relevant problems." http://www.enstructcorp.com/wp-content/uploads/2Day_Programming%20for%20Finance%20using%20VBA.pdf
- **Thompson Reuters** - The world's leading source of intelligent information for business professionals. www.thomsonreuters.com
- **CFA (Chartered Financial Analyst)** - *The global standard for measuring portfolio management and investment analysis competence and integrity. CFA Program offers a challenging self-study program for busy investment professionals. Source:* <http://www.cfainstitut.org/index.html>

