



FINANCE

INDUSTRY OVERVIEW:

Embark on an exciting journey into the heart of the financial world, where the captivating realm of the financial services industry holds boundless opportunities. Discover roles like banking, insurance, securities trading, and investment management—pillars of this dynamic field that empower businesses and individuals.

Explore diverse firms contributing uniquely to the financial ecosystem:

- **Banking:** Vital for economic activities, banking institutions offer a wide range of financial products and services, playing a pivotal role in investments and funding ventures.
- **Insurance:** Providing a safety net against uncertainties, insurance companies protect individuals and businesses, showcasing the art of risk management.
- **Securities Brokerage:** Professionals guide clients through financial markets, making investment decisions with finesse.
- **Investment Banking:** In this high-octane world, investment bankers shape the financial landscape through corporate strategies and capital-raising endeavors.
- **Securities Trading:** Traders seize opportunities in volatile markets, buying and selling financial instruments with sharp minds and nerves of steel.
- **Investment Management:** Asset managers optimize returns and manage risk by strategizing and executing investment plans for clients.
- **Securities Analysis:** Analysts decode market trends and evaluate company performance, offering vital insights to investors.

Beyond these, the financial services industry includes regulatory agencies, public accounting firms, financial information services, financial consulting, and investment banks, all playing significant roles in maintaining financial transparency and guiding businesses through complexities. Experience the fusion of finance and technology, offering real-time market data and strategic insights to enhance organizational performance.

RECRUITMENT DETAILS:

- **Early Preparation:** Plan ahead, with 4-8 months lead time for most terms or 12-14 months for summer term and graduate roles.
- **Stay Informed:** Daily financial news reading is crucial.
- **Networking Early:** Build a robust professional network for unadvertised finance roles – attend employer information sessions, conduct informational interviews, and engage in networking events.
- **Informational Interviews:** Gain insights from Managing Directors, not just HR, to gain industry insights and for network expansion.
- **Effective Resumes:** Keep finance resumes concise, one page, error-free, consistent, and in reverse chronological order.
- **Tailored Cover Letters:** Customize cover letters to specific job roles and firms.
- **Market Awareness:** Stay current with financial news for interview discussions and networking.
- **Academic Excellence:** Maintain strong academics and engage in finance-related extracurriculars, showcasing leadership and teamwork.
- **Programming Proficiency:** Excel in Python and Excel skills. Utilize online resources and specialized courses to enhance abilities. Dalhousie University's CSI 1105 'Programming in Business' course offers tailored training for commerce students.





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.

RELEVANT WEBSITES:

This is a list of key employer partners who have consistently hired our students into CPA roles:

- www.td.com/careers/why-td/index.jsp
- www.explorefinancialservices.com
- www.seekingalpha.com
- www.rbc.com/careers
- www.cibc.com/careers
- www.wsj.com
- www.scotiabank.com/careers
- www.bmo.com/careers
- www.investopedia.com
- www.efinancialnews.com
- <https://www.livecareer.com/resources>

Search and explore career options and learn about different roles within finance:

- Canadian Securities Institute's Financial Services Career Map - <https://www.csi.ca/en/explore/career-map/>

INDUSTRY SPECIFIC TERMS:

- **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>

