## Work you'll do: Develop financial models assessing corporate mergers and Investment Banker. acquisitions. What to expect: Long hours and an intense work culture are the norm; firms hire **Associate** students with outstanding academic records. **Investment Banks** Work you'll do: Financial modeling to assess risk of deals, middle office role with minimal client interaction. **Risk Management** What to expect: First level of oversight for firm, requires detail- and process-orientation. Hours are long, but more reasonable than IB associate. Work you'll do: Financial modeling, compliance, etc.(like IB associate), but with Corporate Banker, greater emphasis on relationship management. Promote bank products that meet the **Corporate Banks** needs of retail and commercial customers. **Associate** What to expect: Highly interpersonal with a less demanding schedule. Work you'll do: Develop, present, and execute specific trading strategies to ensure maximum returns, according to their individual or institutional clients objectives. Portfolio Manager What to expect: Back office role that researches market conditions to support Account Manager; more balanced work hours. **Asset Management Firms** Work you'll do: Client-facing role where you'll discuss investment strategy and objectives, outline the current outlook and strategy of the firm, and educate clients on **Account Manager** the firm's broad set of investment strategies. What to expect: Office setting environment that may include some travel and potentially working evenings and/or weekends. Field is fast-paced and challenging. Work you'll do: Perform quantitative and qualitative due diligence on prospective

Roles with the Financial Services industry are maroon; finance roles found in other industries are gray.

**MBA-Level** 

Jobs in

**Finance** 

Careers in finance are both a business function and an industry (financial services). At the MBA level, it is important to make decisions around both industry and function while setting your career goal. This graphic highlights common MBA-level roles within the finance function, organized by the industry they are most often found; this list isn't exhaustive, but a guide to direct your research.

Financial Planning & Analysis

**Associate** 

Corporate

**Development** 

**Private Equity** 

**Firms** 

Corporations

Work you'll do: Provide budgets and forecasts for the next 1-5 years, including financial modeling, creating meaningful reporting structures and methodologies to enhance management reporting and decision making.

What to expect: Often part of rotational program with standard business hours

investments via research and valuation modeling. Roles typically involve sourcing

deals and presentations of investment recommendations.

What to expect: Hard to pivot into post-MBA without IB or other relevant experience, and a typical work week will be between sixty - seventy hours.

Work you'll do: Evaluate acquisition targets, divestitures, investment options, partnership and licensing deals to execute the firm's strategy.

What to expect: Culture based on firm/industry you are in. Typically not the first role post-MBA.