

# Perella Department of Finance

## *Skill Specializations Applicable to Finance Careers*

	<i>Corporate Finance Analyst</i>	<i>Investment Banking Analyst</i>	<i>Sales &amp; Trading (Sales Focused)</i>	<i>Sales &amp; Trading (Quantitative)</i>	<i>Real Estate</i>	<i>Generalist</i>
<i>Potential Employers</i>	Public Corporations; Private Corp.; Advisory Services	Investment Banks (IBD, Equity Research); Private Equity Funds	Investment Banks (Sales/Trading); Financial Advisors; Stock Brokers; Hedge Funds	Investment Banks (Sales/Trading); Hedge Funds; Proprietary Trading	Commercial Real Estate Developers; Appraisers; Banks	Non-Finance and Miscellaneous Finance Focused Jobs including Management Consulting
<i>Target Audience</i>	Students who strive to understand internal financial workings of a business, are self starters, and work well under pressure	Students with strong analytical abilities, desire to work in M&A and valuation, don't mind long hours and work well under pressure	Students with good people skills; quick on your feet; degree of persistence and a strong desire to understand capital markets	Students with good computational and computing skills coupled with a solid background in finance, economics, and accounting	Students who desire to work directly in real-estate market; have entrepreneurial bent; independent workers; interested in management and have good people skills	Students who desire a well rounded education in basics of accounting and economics without any one specialization

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<i>Typical entry level and Job titles/Fields</i>	Financial Analyst in the following areas: planning and budgeting, treasury, working capital management, supply chain	Valuation and M&A analysis, Industry Coverage Analyst, Junior Equity Research Associate, portfolio analyst	Securities Trader (Fundamental), Stock Broker, Institutional Sales Representative, Portfolio Analysis, Private Wealth Management Analyst	Proprietary Trader, Junior Trader (Quantitative), Fixed income analyst, Product development analyst (fixed income / derivatives)	Junior property analyst / manager, real estate consultant, salesperson, property broker, real estate development	Business Analyst within management consulting company, other finance related jobs not easily pigeonholed into specific categories
<i>Potential Assignments</i>	Supply Chain Management, Planning and Budgeting, Capital Investment and allocation	Financial Statement Analysis, Valuation, M&A	Financial sales including stocks, bonds, derivatives, and insurance products, portfolio management, and private wealth management	Risk management through hedging, algorithmic trading, probabilistic analysis, quantitative training	Real estate development, sales, and management	Application of financial principles to various projects including business case design, financial statement analysis, and client interviews
<i>Extra Skills Needed</i>	All students require a good working knowledge of the Microsoft Suite including Excel, PowerPoint, Word, and Access. In addition students may find it useful to obtain knowledge of Microsoft Visual Basic (VBA). For Computational analysts a firm knowledge of financial programming languages is a must. For those students working closely with financial markets Bloomberg, Thomson, and CQG certification will be valuable.					