

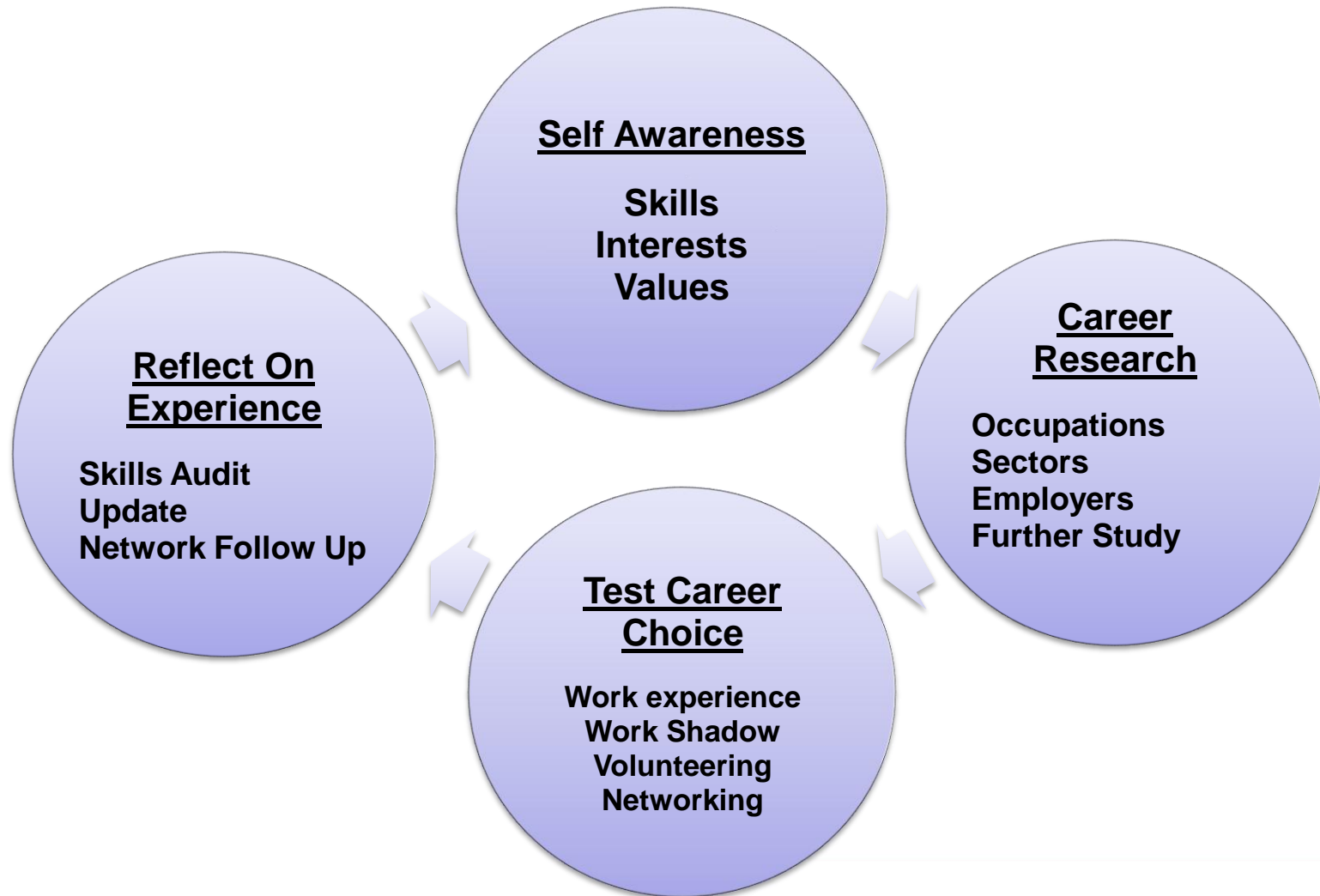
# Finding Work Experience in the Finance Sector



**Rowanna Smith, Careers Consultant**

# Aims of the session

- Define what we mean by ‘The Finance Sector’
- Identify key job roles
- Pinpoint some key graduate employers
- Consider ‘passive’ and ‘pro-active techniques for securing work experience
- Discuss the importance of commercial awareness
- Promote relevant resources/events/activities
- Start customising your profile



Your motivation and argument for seeking work experience in finance will be questioned by employers!



## How would **YOU** define ‘The Finance Sector’?

The financial sector is the set of institutions, instruments, and the regulatory framework that permit transactions to be made by incurring and settling debts; that is, by extending credit.

## What types of organisations would this include?

**Financial services** are the economic services provided by the finance industry, which encompasses a broad range of organizations that manage money, including credit unions, banks, credit card companies, insurance companies, accountancy companies, consumer finance companies, stock brokerages, investment funds and some government sponsored enterprises.

**Researching the Sector**  
**- [www.prospect.ac.uk](http://www.prospect.ac.uk)**

## Accountancy, Banking & Finance



### Overview of the finance sector in the UK

Educate yourself on what it's like to work in the finance sector



### Graduate jobs in accountancy and finance

Find out which finance roles match up with your skills and ambitions



### Guide to getting a job in finance

How to get your first graduate finance job



### Professional development and training in finance

Enhance your industry status with a professional qualification

Accountant

Actuarial Analyst

Assurance Associate

Audit Associate

Financial Modeller

Graduate Financial Advisor

Personal Banking Advisor

Risk Analyst

Trainee Chartered Accountant

Trainee Tax Associate

Which Finance  
Occupations  
Have CEMPS  
Graduates Entered?



## Types of jobs

### Financial management and accountancy

- [Accounting technician](#)
- [Actuary](#)
- [Chartered accountant](#)
- [Chartered certified accountant](#)
- [Chartered management accountant](#)
- [Chartered public finance accountant](#)
- [Corporate investment banker](#)
- [Corporate treasurer](#)
- [Financial adviser](#)
- [Financial manager](#)
- [Financial trader](#)
- [Investment analyst](#)
- [Operational investment banker](#)
- [Retail banker](#)
- [Senior tax professional/tax inspector](#)
- [Tax adviser](#)

## Types of jobs

### Insurance and pensions

- [Chartered loss adjuster](#)
  - [Insurance account manager](#)
  - [Insurance broker](#)
  - [Insurance claims handler](#)
  - [Insurance risk surveyor](#)
  - [Insurance underwriter](#)
  - [Pension scheme manager](#)
  - [Pensions consultant](#)
- Learn about day to day activities
  - Review salary and work environment
  - Understand entry requirements needed (inc. Post Grad Study)
  - Look at employers
  - Explore related jobs



# Researching Organisations

CAREER ZONE

Employers this Autumn...



**Based on what we've  
covered so far how might  
this information be useful?**

## Why work experience?

“ Over half the recruiters who took part in the research warn that graduates who have had no previous work experience at all are unlikely to be successful during the selection process and have **little or no chance of receiving a job offer for their organisations’ graduate programmes.**“

**Source: High Fliers Graduate Market 2013 Survey**

## Passive and Pro-active

- 'My Career Zone' – remember to refine your filters!
- Targetjobs – City and Finance
- Targetjobs – Internships and Placements
- Prospects – Work Experience and Internships
- Inside Careers – Actuaries, Accountancy etc
- Specialist sites for finance - [www.directions.org.uk/](http://www.directions.org.uk/)
- [www.efinancialcareers.co.uk/](http://www.efinancialcareers.co.uk/) - also good for commercial awareness

- Finding Contacts
- Newspaper editorial
- Networking
- Work shadowing
- Information Interviewing
- Making speculative applications
- DVD: 'Can I have a few moments of your time?'



- Part-time / vacation employment  
e.g. employer schemes/internships  
Student Business Partnership (SBP)  
Student Campus Partnership (SCP)
- Work shadowing
- Volunteering
- Information Interviewing



- Use all contacts – personal, work, leisure, university
- Use all relevant directories/journals to generate contacts
- Use networking groups e.g. Exepert, LinkedIn
- Career Mentoring Scheme – still vacancies!!!!
- Plan and document your campaign

[Association of Chartered Certified Accountants](#) (ACCA)

[Chartered Institute of Management Accountants](#) (CIMA)

[Institute of Chartered Accountants in England & Wales](#) (ICAEW)

[The Association of British Insurers](#) (ABI)

[The Chartered Insurance Institute](#) (CII)

## Other Activities you may want to consider.....

- Treasurer for a student society?
- Join Exeter Finance and Investment Society?
- Exepert Scheme?
- Volunteer e.g. Manage the finance for a 'Children in Need' initiative?
- Skills development sessions e.g. Commercial Awareness?
- Career Mentoring scheme?
- CitiGroup Trading Game 29<sup>th</sup> October – Streatham Court 0.28?
- Attend employer presentations e.g. Bank of America – Merrill Lynch 23<sup>rd</sup> October 2pm

For all events refer to 'My Career Zone'

*“Too many candidates are applying to jobs but clearly have no knowledge of how the industry or company works”*

Brian Hood, Head of Campus Recruitment at Citigroup Corporate and Investment Bank

- a **major** criteria for selecting candidates
- deemed in short supply
- shows your commitment to the job, firm and sector
- gives you more to discuss at an interview
- improves your overall knowledge
- .....helps you with career choice



- ...with what is happening generally in the market place.
- Read the *Financial Times* or business pages of the broadsheets
- Check out the Business and money section of the BBC website – good source of news
- Develop **opinions** about what is happening on the world stage

## Radio

- Radio 4 Business Updates, The Bottom line
- Radio 5 Wake up to Money

## TV

- Breakfast updates
- Dragons' den
- The Apprentice

- How has your degree prepared you for ‘finance’?
- What relevant employment do you have?
- What relevant experience do you have?
- What relevant skills do you have?

Do your CVs, cover letters, applications focus on the above?



## Employability & Graduate Development

Career Zone, The Forum

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### Opening hours:

Term time: 9.00am-5.00pm (Monday - Friday)

Vacations: 9.00am-5.00pm (Monday-Friday)

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