Goodman School of Business

Business Career Development Office

Brock University

Nature of work & types of jobs:

Bank Lending Officer

Corporate Analyst

Financial Analyst

Investment Compliance Officer

Security Underwriting

Positions of Recent Grads:

Finance Associate Analyst

Senior Financial Analyst

Cost Analyst

Financial Quality Assurance Consultant

Corporate Banking Analyst

Commercial Account Manager

Associate Commercial Credit Advisor

Financial Auditor

Insurance Account Representative

Commercial Banker

Using Social Media:

LinkedIn can be an effective way to access industry professionals and build your professional network. See how here

Finance

A concentration in finance provides you with the knowledge of all aspects of money management including investment, collection, disbursement, borrowing, and fund-raising. Finance also focuses on preparation of financial reports, tax and regulatory requirements, cash flow, investments, and development of information. A finance degree will give you the necessary skills to understand and reason through a wide range of fundamental financial decisions.

Career Options

There are many different career paths in the financial industry. The following are some of the more common ones:

Corporate Banking
Corporate banking refers to the different banking services that large companies, institutions, and governments need in order to function. Career paths include: Commercial Banking, Investment Banking, and Merchant Banking.

Retail Banking
Retail bankers provide services at branch locations for relatively small account holders including deposits, withdrawals, loans, mortgages, and investments. Career paths include: Personal Banking, Small Business Banking.

Insurance
Insurance focuses on helping individuals and businesses anticipate and manage risk to protect them from catastrophic losses. Careers in insurance involve being an Agent or a Broker.

Wealth Management
Wealth management deals with researching, analyzing and advising clients on investment opportunities. Career paths include: Securities, Private Banking, and Asset Management.

Corporate Finance
This involves working within a company to find money to run and grow the business, make acquisitions, and plan its financial future. This may include a wide variety of responsibilities such as: handling the company's financing and investing (i.e. pension funds); managing the risk of assets; cash management; financial planning, reporting, accounting and cost analysis.

Professional Designations

Certified Financial Planner (CFP)
CFPs work with individuals to help them understand their options and make financial decisions suited to their personal financial situation and goals.

Personal Financial Planner (PFP) – PFPs evaluate and manage various wealth forms to optimize their clients' financial situations.

Chartered Financial Analyst (CFA) – CFAs tend to be analysts who work in the field of institutional money management and stock analysis, not financial planning.

Canadian Investment Manager (CIM) – CIMs can sell mutual funds.

Chartered Life Underwriter (CLM) – CLMs are qualified to sell and administer life insurance.

Financial Management Advisor (FMA) – FMAs provide advanced financial planning advice to high net worth investors.

Registered Health Underwriter (RHU) – RHUs are insurance/financial advisors with advanced knowledge in disability insurance underwriting.

Canadian Securities Course (CSC) – the CSC is the initial course required for becoming licensed to work within the Canadian securities industry as a securities dealer or securities agent.

Competencies

Communication Skills (verbal & written)	Demonstrate Initiative
Problem Solving & Analytical Skills	Interpersonal & Relationship Management Skills
Organization	Adaptability
Leadership Skills	Proficiency in Office Software
Critical Thinking	Negotiation Skills
Act with Integrity	Willing to Take Risks

Clubs & Associations

Both work and volunteer experience can help you gain the necessary skills to get a job in the finance industry.

Recommended Clubs on Campus:

- Brock Finance and Investment Group (BFIG) www.brockfinance.com
- Business Students' Association www.brockbsa.com

Associations, Volunteer Organizations, and Other Resources:

- CFA Institute - https://www.cfainstitute.org
- Association for Financial Professionals - www.afponline.ca
- Canadian Institute of Actuaries – www.actuaries.ca
- Canadian Securities Institute – www.csi.ca

Corporate Mentorship

Brock's Career Services offers corporate mentorship programs with RBC and TD Canada Trust. This is a great opportunity to learn about the profession while building your network.

Courses at Brock

A concentration in finance prepares you for job opportunities in treasury management, banking, portfolio management, investment banking, investment advising, financial planning, and financial analysis. Upper-year courses offered include:

- FNCE 4P03-Financial Analysis
- FNCE 4P04-Investment Analysis & Portfolio Management
- FNCE 4P08-Management of Financial Institutions
- FNCE 4P09-Portfolio Management
- FNCE 4P16-Derivatives

How We Can Help

The BCDO provides various services and hosts different events to help prepare students for the job search process. Check out our workshops or book an appointment with our office.

You are also encouraged to attend the following events, hosted by the BCDO:

1. How To Get A Job In Finance – meet alumni and industry professionals
2. Networking Breakfast – meet employers from different companies and find out about job opportunities