

Career Opportunities in Financial Services

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Agenda

- Overview of Dublin market
- Overview of London market
- Getting the interview – CV Preparation

Dublin Market – what sectors are hiring?

- Fund Administration
 - Irish domiciled funds now exceed €1 trillion and growing
 - Over 45 companies providing fund management services e.g. BNY Mellon, Citi, State Street
 - Administrators continue to hire – Hedgeserv hiring over 300 people
 - Typical roles: Fund Accountant, Investor Services/TA Associate, Derivatives Analyst
- Corporate Banking/Capital Markets
 - Increased resources needed by state guaranteed banks to manage restructuring processes
 - International banks continue to grow their presence in Irish corporate banking market e.g. HSBC, Barclays, BNP Paribas
 - IFSC institutions still managing large balance sheets in Dublin
 - Typical roles: Credit Analyst; Risk Analyst; Financial Reporting; Treasury Settlements

Dublin Market – what sectors are hiring?

- Insurance/Reinsurance
 - Dublin attracting new companies in the reinsurance space e.g. Ironshore, Greenlight Re
 - Over 40 companies in life and non-life reinsurance sector in Dublin
 - Typically small volume of high value roles e.g. underwriting, actuarial, claims.

- Aircraft Leasing
 - Dublin is seen as an international hub for the industry with over 50 companies
 - A number of companies headquartered here e.g. RBS Aviation Capital, AWAS, CIT Aerospace, Airbus FS, Avolon
 - Typical roles: Credit Analyst, Treasury Analyst, Sales & Marketing, Transaction Management, Legal Counsel

London Market – what sectors are hiring?

- Investment Banking/Asset Management

Last year saw a reduced level of job opportunities across sector but graduate recruitment has remained resilient

- Investment banks will hire 2700 graduates in 2012 – 5% increase on 2011
- Median salary levels have increased 7% to £45,000
- Typical roles:
 - Corporate Banking/Structured Finance Credit Analyst
 - Fixed Income/Equities/Derivatives Research/Sales
 - Market/Credit Risk Analysts
 - P&L reporting/middle office analysts
- BAML, Barcap, Citi, Credit Suisse, Deutsche, Goldman Sachs, HSBC, JPMorgan, Morgan Stanley, RBS and UBS
- Risk that banks may review graduate hiring as 2012 progresses

How to get the interview – your CV

A poorly written CV will almost certainly have a negative influence on any potential employer.

- **Length** – keep it short and as relevant as possible
- **Content** – keep your information concise. You should split your information into sections such as personal information, qualifications, employment history and interests
- **Personal information and qualifications** – should include name, address, telephone number (day and evening) and email address. List qualifications chronologically and give grades. Include details of theses or projects completed and relevance to your chosen career path
- **Employment history** – should begin with the most recent job first. Include part-time or summer work – this shows you have a work ethic!
- **Personal interests** – writing about your interests is important, but do not generalise. Make sure you expand on your subjects for example, instead of simply saying 'football' you can expand and say you have played for a local club for the last four years and are now the publicity officer for the committee.