

	Investment Banking (Bulge Bracket)	Investment Banking (Middle Market)	Sales & Trading	Research	Banking	Corporate Finance (Fortune 500)	Investment Management	Investment Advisory/ Wealth Management	Government/Non-Profit/Other	Management Consulting
Representative Firms	Goldman Sachs, JP Morgan, Morgan Stanley, Citi, Deutsche Bank, Credit Suisse, Bank of America/Merrill Lynch, UBS, Barclays, Lazard, RBS, BNP	Harris Williams, Wells Fargo, Cowen, Stifel Nicolaus, Jefferies, Houlihan Lokey, BB&T, William Blair, RW Baird, Oppenheimer, Thomas Wiesel, Raymond James, Morgan Joseph, Evercore, Greenhill, Moelis, multiple others	Bulge Bracket + ABN, DKW, BMO, CIBC, Mizuho, SocGen, Nomura, some Commercial Banks, Others	Bulge Bracket + Most Sales & Trading, Boutiques	Bank of America, JP Morgan Chase, Citibank, Wells Fargo, HSBC, US Bancorp, PNC, BNY Mellon, SunTrust, BB&T, Citizens, KeyBank, M&T, Regions Bank, other smaller banks	GE, Altria, CapitalOne, IBM, Proctor & Gamble, Johnson & Johnson, Microsoft, United Technologies, PepsiCo, Caterpillar, Honeywell, etc.	BNY Mellon, Dreyfus, Edward Jones, Fidelity, Franklin Templeton, Hartford, Janus, Legg Mason, MFS, New York Life, Northern Trust, PIMCO, Prudential, T. Rowe Price, Vanguard, Wellington, large insurance companies	Bulge Bracket, Many Commercial Banks, Insurance Companies, Independents	Federal, State, Local Government; SEC, FBI, IRS, FannieMae, SallieMae; Non-Profits	Bain, McKinsey, Boston Consulting Group, Booz Allen Hamilton, Mercer, Deloitte, Monitor, Accenture, Boutiques
Competition for Job	●	●	●	●	●	●	●	●	●	●
Core skills needed	Self-starter, intelligent (evidenced by good GPA), quick learner, personable, good communication skills, hard worker, organized, thick skin	Self-starter, intelligent (evidenced by good GPA), quick learner, personable, good communication skills, hard worker, organized, thick skin	Intelligent, personable, organized, multi-tasker, passionate about the markets	Intellectually curious, organized, good writing skills	Intelligent, good communication skills, hard worker, organized, personable/comfortable presenting to large groups	Intelligent, good communication skills, hard worker, organized, personable	Intellectually curious, organized, good writing skills, good presentation skills	Self-starter, organized, persistent, good presentation skills, personable	Analytical, team player	Intellectually curious, analytical, organized, good writing skills, good presentation skills, quick learner, problem solver
Important Skills	PowerPoint, Modeling/Excel (Valuation), Writing, Accounting	PowerPoint, Modeling/Excel (Valuation), Writing, Accounting	Modeling, knowledge of markets,	PowerPoint, Modeling/Excel (Valuation), Writing, Accounting, Fundamental Analysis (Ratios)	Fundamental Analysis (Ratios), Accounting, Excel, PowerPoint,	Accounting, Fundamental Analysis, PowerPoint	PowerPoint, Modeling/Excel (Valuation), Writing, Accounting, Fundamental Analysis (Ratios)	Knowledge of markets, Fundamental Analysis, Writing	Accounting, Fundamental Analysis, PowerPoint	PowerPoint, Quantitative Analysis, Writing, Statistics, Economics
Hours	○	○	●	●	●	●	●	●	●	●
Pay	●	●	●	●	●	●	●	●	●	●
Entrepreneurial	●	●	●	●	●	●	●	●	●	●
Typical Time Commitment	2-3 yrs	2-3 yrs	None	None	None	None	None	None	None	2-3 yrs
Sub-Specialties	Debt, Equity, M&A, Industry Groups	M&A, Debt, Equity, Industry Groups	Debt, Equity, Commodities, Currencies, Derivatives, Proprietary Trading	Industry Specialization	Business Banking, Middle Market, Large Corporate, Retail Banking	Accounting, Financial Planning & Analysis, Program Financial Management	Debt, Equities, Commodities, Currencies, Industry Specialization, Fund of Funds	Retail Brokerage, Wealth Advisor,	Multiple	Typically Generalist early on followed by Industry Focus
Benefits	Experience, Pay, NYC	Experience/Exposure, Pay, Geographic flexibility	Experience, Pay	Ability to hone analytical skills, Exposure, Experience	Training Program (1 yr), Advancement, Exposure, Job Security	Management Training Program (Rotations), Experience, International Exposure, Job Security	Ability to hone analytical skills, Exposure, Experience, Geographic Dispersion	Ability to hone sales skills, Exposure, Entrepreneurial	Job Security, Hours, Warm Fuzzy Altruistic Feeling	Experience, Pay, Exposure, Sharpen Analytical skills
Drawbacks	Hours, Culture, Cyclical, NYC	Hours, Culture, Cyclical	Specialized, exit opportunities	Specialized	Regional/Domestic Focus	Beauracatic	Provincial	Eat what you kill	Beauracatic	Hours, limited promotion opportunities
Typical Career Path(s) Post-Employment	IB Associate, Private Equity, Corporate Development, Specialized Lending, Peace Corps/Motorcycle Maintenance, etc.	IB Associate, Private Equity, Corporate Development, Specialized lending, Peace Corps/Motorcycle Maintenance, etc.	Promotion, Hedge Fund, Investment Management,	Promotion, Investment Management, Hedge Fund, Corporate Finance, Corporate Development	Promotion, Corporate Finance, Specialty Lending	Promotion, General Management, Corporate Development	Promotion, Hedge Funds, Endowments,	Promotion	Promotion	Private Equity, Investment Banking, Hedge Funds, Corporate Development, Promotion, Entrepreneurship
Trends	Increasing regulation, bad press, downward pressure on bonuses	Increasing regulation, stricter lending environment, downward pressure on bonuses	Increasing regulation, downward pressure on bonuses	Lower priority for banks/some banks completely eliminated research groups	Increasing regulation, increased focus on creditworthiness of customers, consolidation	Increasing reporting requirements, offshoring, Foreign growth	Increasing regulation and reporting requirements	Increasing regulation, Internet brokerage	As regulation and oversight increases, so do opportunities in the government sector.	Cyclical