



THE OWL FUND

Careers in Finance

Presented By:
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Agenda

- Overview of Finance/Investment Industry
- Industries in Focus:
 - I. Asset Management
 - II. Equity Research
 - III. Sales & Trading
 - IV. Investment Banking
 - V. Private Wealth Management
- Getting Started: Recruiting 101
- Owl Fund Internship Panel
- Q&A

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Overview of the Finance Industry

Financial Planning/Advising vs. Capital Markets

Capital Markets

- Roles in Capital Markets deal with raising, investing, and allocating capital in the global markets, usually amongst institutions, corporations, and governments
- Capital Markets broadly covers Asset Management, Equity Research, Sales & Trading, Investment Banking and Alternative Investments such as Hedge Funds, Private Equity and Venture Capital

Financial Advising/Planning

- Primarily focuses on advising individuals on their financial welfare
- Financial Advisors/Planners advise individuals on their stock investments, retirement savings, taxes and estate planning
- In TUIA/Owl Fund, we focus more on Capital Markets. For more information on FA/FP, please reach out to cindy.axelrod@temple.edu

Overview of Capital Markets



Public vs. Private

Public Side

- Investing in Public Securities
- Equity Research
- Asset Management
- Hedge Funds
- Sales & Trading

Private Side

- Investment Banking
- Private Equity
- Venture Capital

Buy Side vs. Sell Side

Buy Side

- Role of the Investor
- Jobs on the Buy Side
 - Asset Management
 - Private Equity
 - Hedge Funds

Sell Side

- Dealmakers and Brokers
- Jobs on the Sell Side
 - Investment Banking
 - Sales and Trading

Asset Management

What Is It?

- Investing and managing assets for institutions such as pension funds, sovereign wealth funds, corporations and wealthy individuals
- Main asset classes including:
 - Public Equities
 - Fixed Income
 - Alternatives
- Asset managers are typically paid a % fee of **Assets Under Management (AUM)**
- Asset management professionals typically specialize in one asset class

Who are the Investors?

- Pension Funds
- Corporations & Governments
- Endowment Funds
- High Networth Individuals

Who are the Main Players?

- Bulge Bracket Banks
 - Goldman, JPM, MS, etc.
- Large Investment Managers
 - Blackrock, Vanguard, Fidelity, PIMCO, Aberdeen, etc.
- Various Asset Management Firms
 - Glenmede, Swarthmore Group to name a few local ones

Equity Research

What Is It?

- Produce in-depth research and analysis on various industries and companies that are widely used by asset managers, investors, and investment banks
- Analysts cover a universe of companies, and are mainly responsible for:
 - Initiating Coverage Reports
 - Earnings Updates
 - Interacting with Clients, Company Management and Investor Relations

Who are the Clients?

- Asset Managers
- Hedge Funds
- Investment Banks

Who are the Main Players?

- Most large banks have an equity research arm
- Top ranked research brokers include:
 - JPMorgan
 - Bank of America Merrill Lynch
 - Morgan Stanley
 - Evercore ISI
 - RBC Capital Markets
 - Barclays

Sales & Trading

What Is It?

Sales

- Sales force of an investment bank that calls on institutions and high net worth investors to suggest trading ideas and take trading orders

Trading

- Traders who can price and execute trades, as well as structure products to fit client needs.
- Includes research component that provides trading strategies and advice both internally and externally

Who are the Clients?

- Asset Managers
- Hedge Funds
- Institutions & Governments

Who are the Main Players?

- Bulge Bracket Investment Banks
 - Goldman Sachs
 - JPMorgan
 - Bank of America
 - Citigroup
 - Morgan Stanley
 - Barclays
 - Credit Suisse

Investment Banking

What Is It?

- Investment Bankers advise corporations on strategic alternatives such as mergers, acquisitions, divestitures and restructurings, as well as capital raising through debt or equity

Two Sides of Banking

- Classic Investment Banking
 - Industry Coverage
 - M&A
- Financing/Capital Markets:
 - Debt Capital Markets (DCM)
 - Equity Capital Markets (ECM)
 - Leveraged Finance

Who are the Main Players?

- Bulge Bracket Banks
 - GS, MS, JPM, BAML, Citi, etc.
- Independent Advisors
 - Evercore, Lazard, Moelis, Greenhill, Centerview, Perella Weinberg, etc.
- Industry-Specialized Boutiques
 - Qatalyst Partners, Liontree, Allen & Co., Financo, etc.
- Middle Market
 - William Blair, Piper Jaffray, Stifel, Jeffries, Guggenheim, etc.
- Boutiques
 - Berkery Noyes, Janney, Cantor Fitzgerald, Lincoln International, etc.

Private Wealth Management

What Is It?

- Advising individual clients, including high net worth individuals and small institutions, on their investment portfolio and other financial issues such as tax & estate planning

Advisors vs. Analysts

- Financial advisors focus on client relationships and business development
- Analysts focus on research, due diligence, asset allocation, portfolio construction and day to day trading activities

Who are the Clients?

- Individuals
- Small Institutions
- High Net Worth Individuals

Who are the Main Players?

- Bulge Bracket Investment Banks
 - Goldman PWM
 - JPMorgan Private Bank
 - Morgan Stanley Wealth Management
 - UBS Wealth Management
 - Merrill Lynch
- Large Regional Banks
 - PNC, Wells Fargo, M&T
- Boutique Wealth Management Firms

Other Careers & Potential Exits

Other Career Paths

Big 4 Accounting Firms

- Transaction Pricing
- Valuation Services
- Audit

Business & Management Consulting

- Business Consulting
- Management Consulting

Corporate Finance

- Financial Planning and Analysis
- Corporate Development
- Treasury

Typical 2nd Jobs (Exits)

From Banking

- Hedge Funds
- Private Equity
- Venture Capital

From Research & Asset Management

- Hedge Funds
- Investor Relations

General

- Wealth Management
- Corporate Development

Getting Started: Recruiting 101

Pre-Requisites for these Jobs

- High GPA: 3.5+
- Technical Knowledge:
 - Take finance classes early on
 - Get into Fox/Owl Fund
 - Investment Banking interview Q's
- Campus Involvement:
 - Join SPO's
 - Philanthropy
 - Extra-curricular activities
- Leadership:
 - E-Board positions in SPO's
 - Captain of sports team
 - Student government
- Have/Develop Interesting Hobbies



Owl Fund Internship Panel



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Panelist	Firm	Function
Anthony Merola	Aberdeen Asset Management	Asset Management: Fixed Income
Alec Keucher	Merrill Lynch	Wealth Management
KJ Woodring	Grant Thornton	Financial Management Advisory
Derick Nyarko	JP Morgan Chase & Co.	Sales and Trading
James Turner	The Lorean Group	Private Equity
Tarun Sangari	RBC Capital Markets	Valuations: Global Equity Products

Assignment

- Research careers in finance, and find 3 jobs you would like to enter, write a brief job description for each and reasons for why you want that job.
- Identify 3 People, one working in each job you chose that you could reach out to, list their names and jobs, and write a sample first email to one. Make sure to include a subject!
- Organize your assignment by easy to read sections in a Word Document
- Submit following directions sent out after meeting

Next Meeting

Module 2: Market Fundamentals

September 27th, 2017

Alter Room 34

12:00pm-12:50pm