

Careers Service



Futures in Finance

Maynooth University

A digital stock market ticker board displaying various financial data points in a grid format. The data is presented in columns and rows, with some cells highlighted in red or blue to indicate price changes. The values include stock prices and percentage changes.

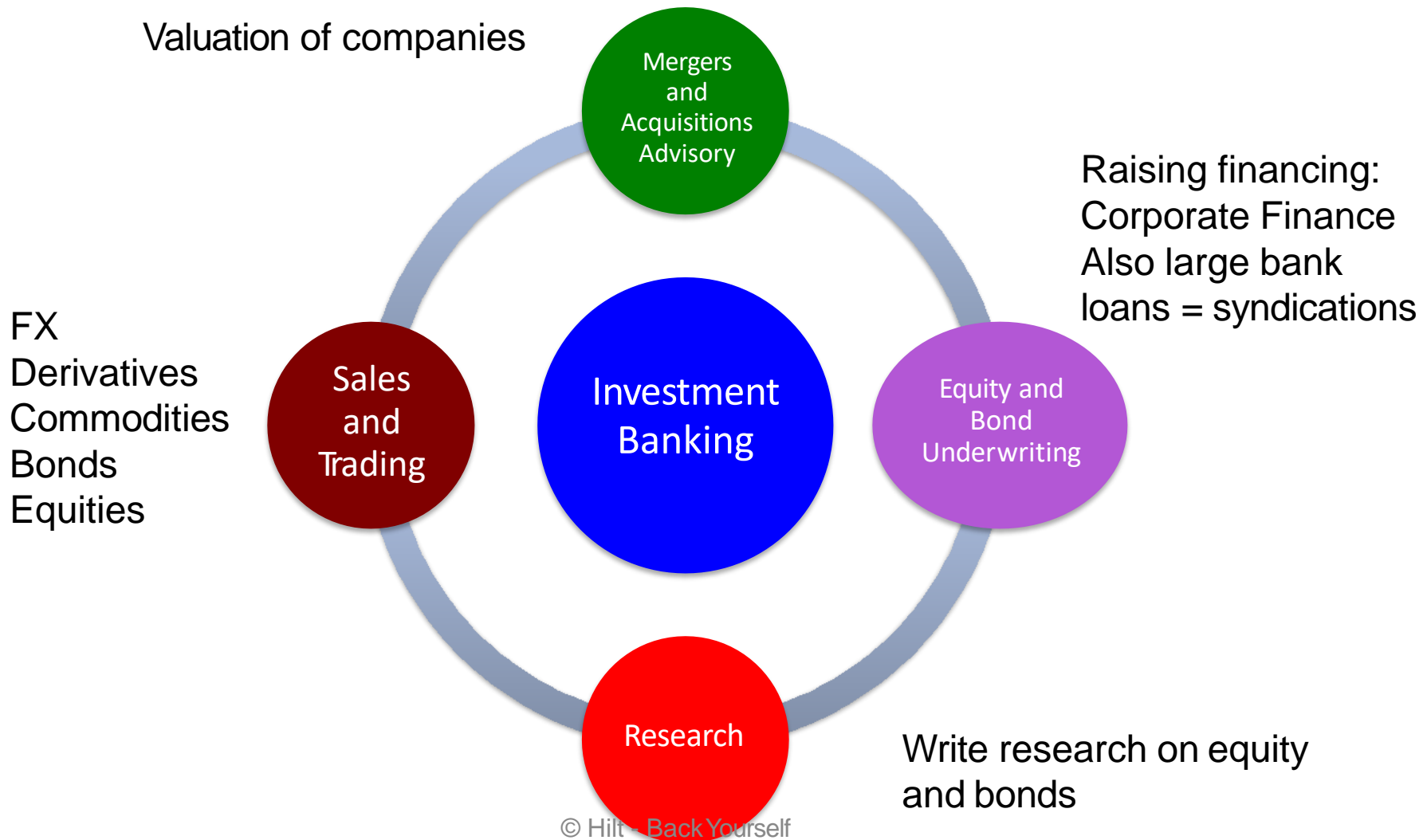
19.86	37.52	17.12	-0.00	1.81%
38.75	17.02	42.15	+0.75	0.48%
17.47	40.86	27.09	+0.13	2.09%
42.45	26.07	22.47	+0.46	-5.12%
27.15	21.71	23.37	-1.26	3.30%
22.59	22.74	391.66	+12.51	0.78%
23.97	22.74	95.61	+0.74	1.69%
391.70	377.43	25.22	+0.42	1.22%
95.67	93.96	24.82	+0.30	
25.32	24.74	57.07		
24.89	24.35			
57.55	55.00			



Futures in Finance

- Market Overview
- What do employers want?

What is Investment Banking (IB) ?



Where do activities take place?

Front Office	Middle Office	Back Office
<ul style="list-style-type: none">- Client Facing- Creating Products- Trading	<p>Directly support the Front Office</p> <ul style="list-style-type: none">- Risk Management- Compliance- Technology	<ul style="list-style-type: none">- Settlements- Trade Supports- Can also be Technology
<p><i>Revenue Generating</i></p>	<p><i>Usually Risk Related</i></p> <p>Increasingly Middle and Back Office blurring</p>	<p><i>Support Roles</i></p>

Investment Banking – main activities

- Investment banking advice - M&A
- Capital markets financing – Bonds and Equity
- Treasury- Sales & Trading – FX, Interest rates, Commodities – Derivatives
- Corporate Risk Management
- Loan Syndications
- Private Equity / Venture Capital

Banking & Finance – other activities

- Project Finance (Public-Private transactions)
- Asset & Receivables Finance/Securitisation
- Retail banking
- Building Societies / Credit Unions
- Accounting Firms – Corporate Finance and Advisory divisions

Who are the top Investment Banks? Equity Underwriters League Tables (Fees)

Deals

Timeframe: **Year to date 2017** Display: **Top Banks** Product data: **Fees**[Reset filters](#)

Top 10 Banks	Fees (\$m)	Changes in Fees vs. Prev Period*	% of Fees collected by product First 3 Quarters 2017		
			Follow On	Convertible	IPO
JP Morgan	1,076.04	+30.31%	55	20	26
Morgan Stanley	1,017.54	+55.97%	63	11	27
Goldman Sachs & Co	934.29	+56.28%	67	9	24
Citi	861.99	+97.93%	57	8	35
Bank of America Merrill Lynch	714.30	+19.93%	72	12	17
Credit Suisse	610.05	+54.91%	54	6	40
Deutsche Bank	495.34	+49.91%	45	17	38
UBS	447.32	+55.69%	69	3	27
Barclays	401.30	+59.52%	67	12	21
RBC Capital Markets	317.51	+33.63%	64	11	26
Total	16,143.77	+46.20%	60	8	26

Banking & Finance - related activities

- Middle/back office treasury support
- Risk & Trading Technical Consultants
- IT and Project Management
- Regulation / Financial Regulator / Central Bank
- NTMA
- Compliance
- Credit analysis / risk analysis
- Rating Agencies
- Specialist leasing - aircraft

Other Sectors

Insurance

- Reinsurance
- Life
- Non life
- Captive

Funds

- Asset & Fund Management & Brokers
- Administration
- Custody
- Trustee
- Listing

Positioning Yourself- What the Financial Sector Wants

- Energy & Enthusiasm - unpredictable workday
 - Highly Motivated
 - Proven team player
 - “Can Do” attitude
 - Demonstrated commitment to Finance Industry
 - Numerate, Analytical & Creative!
 - Rainmaker? - “The deal that didn’t have to happen”
 - Track record of “success, innovation and creativity in prior work experience”
- Goldman Sachs Associate programme

Are you here with a solution, or are you part of the problem?

Resources

- Read what they read - Euroweek, Business & Finance, FT, Sunday Business Post, Economist
- LinkedIn
- Alumni - invaluable and unique resource
- www.irishfunds.ie
- www.centralbank.ie
- www.ivca.ie
- www.ifsc.ie
- www.vault.com
- www.hitc.com
- www.prospects.ac.uk
- www.wallstreetprep.com
- www.mergersandinquisitions.com
- www.efinancialcareers.co.uk



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