

**WHAT CAN I DO WITH MY MAJOR IN****FINANCE****OVERVIEW OF MAJOR**

Through the John Molson School of Business, Concordia University offers a Bachelor of/Baccalaureate in Commerce with a Major in Finance, an Honours in Finance and a Minor in Finance. Students enrolled in the BComm program and majoring in Finance may apply to the Finance Co-operative program. For the latest information on programs including The Kenneth Woods Portfolio Management Program (KWMPM), as well as information on graduate finance programs, visit the Department of Finance web site at:

<http://johnmolson.concordia.ca/faculty-research/departments/finance>

Finance professionals work in all manner of businesses across the globe. Computer technology has enabled them to focus less on number crunching and more on using their analytical skills as part of a management team. The field of finance offers a variety of occupational options in the public and private sectors.

**CELEBRATED FINANCE MAJORS**

**Kevin Costner.** Actor

**Gene Taylor.** Vice Chairman. Bank of America

**Paul Desmarais, Jr.** Canadian. CEO Power Corporation of Canada.

**Ted T. Cecala.** Board of Directors. Federal Reserve Bank of Philadelphia

**Mitsumi Takahashi.** Concordia Alumnus. News Anchor at Pulse News Montréal

**EXAMPLES OF JOBS ACQUIRED BY  
CONCORDIA GRADUATES**

The following job titles are representative of the types of entry-level positions for which Concordia University students are qualified upon graduation. Note that the numbers following each job title refer to Canada's National Occupational Classification (NOC) code. For details on these titles go to <http://www5.hrsdc.gc.ca/NOC/>

- Accountant (1111)
- Administrator (0111)
- Auditor (1111)
- Business Analyst (4162)
- Credit Analyst (1232)
- Customer Service Officer (1433)
- Finance Assistant
- Financial Analyst (1112)
- Financial Planner (1114)
- Financial Services Consultant (1112)
- Investment Manager (0122)
- Investment Specialist
- Junior Financial Analyst (1112)
- Junior Trader (1113)
- Management Trainee (0122)
- Planning Analyst (1112)
- Product Analyst
- Research Analyst (1112)
- Sales Representative (6411)
- Trader (1113)
- Underwriter (1114)

## MORE JOB TITLES

Among principal occupations for those with a degree in finance are financial manager, financial analyst, financial advisor, financial auditor, financial officer and investment dealer. The titles below are not meant to be exhaustive but are representative of fields which finance majors pursue. Keep in mind that some occupations require further education (e.g., a higher degree, second degree, diploma). Note that the numbers following each job title refer to Canada's National Occupational Classification (NOC) code. For details on these titles go to <http://www5.hrsdc.gc.ca/NOC/>.

- Actuary (2161)
- Attorney (4112)
- Bank Clerk (1434)
- Bank Clerks Supervisor (1212)
- Bookkeeper (1231)
- Broker (1113)
- Budget Analyst (1112)
- Business Valuator (1235)
- Chief Financial Officer (0013, 0014, 0015)
- Controller (0111, 1111, 1114)
- Corporate Financing Manager (0111)
- Foreign Exchange Trader (1113)
- Fund-raiser (5124)
- Institutional Solicitor (4112)
- Insurance Agent (6231)
- Investment Analyst (1112)
- Investment Counselor (1114)
- Investment Dealer (1113)
- Loans Officer (1232)
- Management Consultant (1122)
- Manufacturing Executive/ Manufacturing Manager (0911)
- Management Consultant (1122)
- Market Researcher (4163)
- Payroll Supervisor (1212)
- Portfolio Manager (1112)
- Real Estate Agent (6232)
- Regional Controller (0111)
- Restaurant and Food Service Manager (0631)
- Sales Agent (1113)
- Small Business Owner (0621)
- Sports Facility Manager (0721)
- Stockbroker (1113)
- Treasurer (0111)
- Venture Capitalist/Investor

## POTENTIAL WORK SETTINGS

Many finance majors work in financial institutions, government agencies and finance departments of corporations. They are typically hired by banking, insurance and investment service companies. To research specific employers who hire those in the field, there are many resources available in such locations as the Career Resource Centre, the Webster Library, Vanier Library and the Internet.

- Advertising Agencies
- Audit Agencies
- Automobile Finance Leasing Firms
- Banks, Domestic and Foreign
- Brokerage Industry
- Business Industry
- Caisses Populaires
- Charitable Organizations
- Collection Agencies
- Colleges and Universities
- Corporate Finance
- Credit Card Companies
- Credit Unions
- Depository Institutions
- Finance/Leasing Companies
- Financial Corporations
- Government Offices
- Holding Companies
- Hospitals
- Hotels/ Restaurants
- Industrial Loan Institutions
- Internal Revenue Services
- Investment Dealers
- Investment Fund Companies
- Loan Companies
- Mortgage Companies
- Pension and Money Management Companies
- Production Credit Associations
- Real Estate Firms
- Revenue Services
- Treasury Ministries
- Stock Exchange
- Tax Departments
- Trading Firms
- Trust Companies
- Trustees in Bankruptcy

## SKILLS AND CHARACTERISTICS

For success in the field, good decision-making, problem-solving, analytical and communication skills are required. In addition, students will find the following skills, interests, values and other characteristics valuable for succeeding in the field.

- Accuracy
- Attention to Detail
- Ability to Work Independently
- Active Learning
- Attention to Detail
- Clerical Skills
- Computer Skills
- Creativity
- Critical Thinking
- Financial Reasoning
- Fluency of Ideas
- Good Business Judgment
- Honesty
- Interpersonal Skills
- Mathematical Reasoning Skills
- Money-handling Abilities
- Negotiation
- Operations Analysis Skills
- Oral Communication Skills
- Organizational Skills
- Reading Comprehension
- Self-confidence
- Speed of Closure
- Team Working Skills
- Writing Skills

## PROFESSIONAL ASSOCIATION AND OTHER LINKS

Making wise career decisions requires exploring your field. A multitude of Internet sites and other resources will help you do this to the best of your ability. Professional association sites, in particular, are very useful for their career descriptions and job hunting tips. Moreover, these authoritative sites frequently provide links to Internet sites which announce job openings and list potential employers. A few recommended sites are included below.

### CANADIAN

#### Association for Financial Professionals of Canada

<http://www.afponline.ca>

With the aim of raising the stature of financial professionals, AFP advocates for professionals across Canada. The Association's web site includes information on Certified Treasury Professional Certification. Click on Global Careers to access job hunting articles and advice.

### Canadian Securities Institute (CSI)

<http://www.csi.ca>

Check out what the Institute can offer for upgrading your skills and furthering your career. To get started click on Programs and Courses.

### Financial Advisors Association of Canada (Advocis)

<http://www.advocis.ca/>

Click FinancialAdvisorJobs.ca on the right of screen to search jobs in the field. Discover what organizations like Advocis can do to promote your own professionalism by exploring the Sitemap.

### Montreal CFA Society

<http://www.cfamontreal.org/>

Explore under Career what the Montreal CFA Society can do to promote your transition from Concordia University to the world of work. Click Site Map for activities offered by the Society and links to useful organizations

### INTERNATIONAL

#### CFA Institute

<http://cfainstitute.org>

Aimed at investment professionals. The CFA Institute awards the CFA and CIPM designations and presents educational opportunities online. Career Resources offers help with job hunting and career planning.

### International Academy of Business and Financial Management

<http://www.theiafm.org>

Scan courses offered by the Academy to boost your career portfolio. Presents numerous articles for keeping up with trends in the field.

## CREATE YOUR AMAZING CAREER – CAREER RESOURCE CENTRE TITLES

For those who need more help with their career and educational planning, the Career Resource Centre (CRC) offers books, pamphlets, DVDs and recommended Internet sites. It is located in the Hall Building, H-440, at 1455 de Maisonneuve Blvd. West. The following titles are just a few of the titles available in the CRC.

- Best Jobs on Bay Street
- Career Alternatives for Bankers
- Career Insider Finance
- Career Opportunities in Banking, Finance and Insurance
- Careers in Finance
- Careers in Focus – Financial Services
- The Fast Track: The Insider's Guide to Winning Jobs in Management Consulting, Investments Banking, & Securities Trading

**CON'T. - CREATE YOUR AMAZING CAREER  
CAREER RESROUCE CENTRE TITLES**

- Financial Services Canada: Canada's Definitive Financial Services Industry Reference Directory
- Getting Started as a Financial Planner
- The (Practical) Guide to Finding the (Right) Finance Job in Canada
- Real-Resumes for Financial Jobs
- Vault Guide to Finance Interviews
- Vault Guide to the Top 50 Finance Employers