

# QUEEN CITY CAREERS FINANCE



Belk College of Business

Robert A. Niblock Student Center for Professional Development

## SAMPLE JOB TITLES

FINANCIAL ANALYST  
• CREDIT ANALYST •  
PERSONAL FINANCIAL  
ADVISOR • INSURANCE  
UNDERWRITER • BROKER /  
TRADER • ACTUARY •  
MERGER / ACQUISITIONS  
MANAGER • FINANCIAL  
EXAMINER • FINANCIAL  
MANAGER • LOAN OFFICER

## WHAT IS FINANCE?

**THE VALUATION, MANAGEMENT, AND MEASUREMENT OF RISK OF FINANCIAL ASSETS.** Finance addresses the ways in which individuals and businesses raise, allocate, and use monetary resources over time. In a corporate setting, financial information is used to make decisions about expenses, invest in assets, and increase a firm's worth in the stock market. Likewise, individuals need guidance in making personal investment decisions to meet their financial goals and an evaluation of the risks involved. Many CEOs and top business executives possess a background in finance.

## FINANCE INDUSTRIES

**COMMERCIAL BANKING.** Provide banking services to large and small businesses, non-profits, and individuals; Serve as a "financial supermarket" to offer lending packages, underwrite bonds and other securities, and manage cash, treasury, and other types of merchant banking; Employs more people than any other area in finance.

**INVESTMENTS & FINANCIAL PLANNING.** Connect buyers and sellers in financial markets, sell securities, assist investors, and conduct trades; Offer financial advice to help with investments, taxes, and insurance decisions; High salary potential results in strong competition for jobs.

**RISK MANAGEMENT & INSURANCE.** Help individuals and businesses protect themselves from catastrophic losses and anticipate potential problems; Examine risk with regard to property, liability, and health insurance; Most stable jobs in the finance industry.

**REAL ESTATE.** Manage real estate ventures for firms and individuals overseeing areas related to construction, mortgage banking, property management, and real estate development; Real estate serves as collateral for a firm's assets and is important in long-term fiscal planning.

## EMPLOYMENT SKILLS NEEDED

### AS CITED BY TOP AREA RECRUITERS

- Knowledge of financial services industry and financial statements
- Ability to analyze information, extract data, identify valid conclusions, and report outcomes
- Quantitative or programming skills with advanced use of Excel spreadsheets
- Ability to lead and work in teams with strong communication skills

YOU MIGHT ENJOY FINANCE IF YOU DID WELL IN ALGEBRA OR STATISTICS; YOU'RE A WHIZ AT EXCEL SPREADSHEETS; YOU LIKE TO SET LONG-TERM GOALS; PEOPLE CALL YOU A PROBLEM-SOLVER; YOU'RE ABLE TO SET AND KEEP A BUDGET; YOU WORK WELL UNDER PRESSURE; YOU LIKE NEGOTIATING AND WORKING WITH PEOPLE.



## JOB TRENDS 2016 GRADS



- Job growth highest in commercial banking & savings institutions
- Candidates licensed to sell insurance or securities most favorable outlook
- \$76,730—Average Salary for Charlotte Metro area

- Fierce competition among job candidates
- May work long hours, often 50 - 60 hours per week
- May have to perform work under pressure or deadlines



<sup>1</sup>Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook. <sup>2</sup>National Association of Colleges and Employers, Salary Survey, January 2013 Report. <sup>3</sup>www.careers-in-finance.com, accessed on October 21, 2016.

**FACT: CHARLOTTE IS THE  
2ND LARGEST BANKING CENTER  
IN THE U.S.**

## WHO HIRES FINANCE MAJORS?

## SALARY POTENTIAL

**STARTING SALARY FOR A  
FINANCE MAJOR**  
\$56,094  
\*NATIONAL AVERAGE (NACE)

**FINANCIAL ANALYSTS:** NC Median: \$76,930; NC Entry Level: \$52,920; Projected growth for financial analysts is 25% from 2012-2022 (faster than average)

**FINANCIAL MANAGERS:** NC Median: \$121,370; NC Entry Level: \$80,690; Projected growth is 17% from 2012-2022

**INSURANCE UNDERWRITERS:** NC Median: \$74,280; NC Entry Level: \$45,380; Projected growth for insurance underwriters is 6%

**INSURANCE SALES AGENTS:** NC Median: \$44,420; NC Entry Level: 27,220; Projected growth for personal financial advisors is 27% from 2012-2022

**INVESTMENT BROKERS / SALES AGENTS:** NC Median: \$78,160; NC Entry Level: \$35,950; Projected growth for investment brokers is 33% from 2012-2022

**PERSONAL FINANCIAL ADVISORS:** NC Median: \$84,830; NC Entry Level: \$49,740; Projected growth for personal financial advisors is 38% from 2012-2022

Source: NC Works, 2016

## GET INVOLVED PROFESSIONAL & STUDENT ORGANIZATIONS

- Financial Management Association - Student Chapter
- Gamma Iota Sigma - Student Chapter of Risk Management & Insurance Association
- Society of Financial Service Professionals
- Financial Planning Association of Charlotte
- Association for Financial Professionals
- Association of Latino Professionals in Finance & Accounting
- The Risk Management Society
- Student Managed Investment Fund at UNC Charlotte

COMPANIES THAT RECRUIT THIS MAJOR  
FOR FULL TIME JOBS OR INTERNSHIPS  
AT UNC CHARLOTTE:



## GAMMA IOTA SIGMA RISK MANAGEMENT & INSURANCE STUDENT ORGANIZATION.

Join! Members are provided with access to industry leaders, guest speakers, networking, special travel opportunities, and professor mentorship.

Visit the GIS website for details:  
<https://orgsync.com/68630/chapter>

## FINANCE CERTIFICATIONS

The most common certifications for the finance profession include:

- Certified Financial Planner (CFP)
- Chartered Financial Analyst (CFA)
- Certified Fund Specialist (CFS)
- Chartered Financial Consultant (ChFC)
- Chartered Investment Counselor (CIC)
- Certified Investment Management Analyst (CIMA)
- Chartered Life Underwriter (CLU)