

Careers in Capital Markets

On August 28, 2008, the Capital Markets Research Center (CMRC) hosted its annual “Careers in Capital Markets” event. More than 250 undergraduate students assembled in Copley Formal Lounge to listen to executives of seven of the Center’s sponsoring organizations provide professional advice about future career options and opportunities at their firms. While the majority of the audience consisted of juniors and seniors seeking summer internships and full time jobs respectively, there were also quite a few sophomores and even freshmen who were also eager to begin their capital markets career search.

Director of the Capital Markets Research Center Lynn Doran opened the program by welcoming students and speakers.

Student chapter officers of the Georgetown University Accounting Society, the Financial Management Association, and Alpha Kappa Psi Professional Business Fraternity introduced the speakers. First to speak was James Dalkin, Senior Manager at Deloitte & Touche. Mr. Dalkin urged students to “think introspectively” when considering future career paths and firm choices.

Next to speak was Jack Maier, Senior Managing Director of Friedman Billings Ramsey. He proclaimed that although investment banking is challenging, it is also exciting and competitive.

Bill Bell, Managing Director at Lehman Brothers spoke next. He encouraged students to do their homework on each firm before choosing the right fit.

Further commenting on today’s “unprecedented times in the capital market,” was Christopher Murphy, Vice President in the Investment Banking division at Credit Suisse. He advised students that, despite the challenging market, this is a great time to start a career on Wall Street.

Timothy Stambaugh, Executive Director within the Financial Institutions Group at JP Morgan then advised students on how to brave the mentally challenging but exciting careers in capital markets. He urged students to continually build and maintain connections with executives at firms.

Roger Gill, Vice President in Equity Sales at Merrill Lynch, gave students practical advice, such as to thoroughly proof read their résumés. Once past the resume stage, he encouraged students to be both “interested and interesting” during the recruitment process.

Terrance McGowan, Vice President at Goldman, Sachs & Company, was the last speaker of the night. He informed students that recruiters at Goldman were looking for the four qualities of leadership, teamwork, achievement, and citizenship when considering applicants.

Students in attendance received valuable advice from the corporate executives on how to best prepare for future internships and careers with investment and accounting firms. They also learned about specific career opportunities at each firm in attendance. Following the formal presentations, students took advantage of the reception to network with the speakers one-on-one to further discussions about individual opportunities.