A Brief Summary of Financial Services
& How Graduates Fit Into the Picture

Wednesday 5th November 2014
Points

• Who’s this guy?
  • Background
  • Roles – Clients, Skills, Responsibilities, Projects

• Lessons Learned
  • Tacit Knowledge
  • Misconceptions

• Where Graduates Fit In

• An Overview of Financial Services
Who’s This Guy?

• Graduated 2011 – MA Hons Economics

• GFT – Project Management Office
  • Project Documentation | Recruitment

• ITS - Account Management
  • Account Management | Recruitment | Consulting

• IMSworldwide – Project Consultant
  • Project Management | Consulting | Recruitment

• Cogworks
  • Project Management

• Truly Digital (Independent)
Clients

Deutsche Bank

BANK OF ENGLAND

NYSE EURONEXT

BARCLAYS

PRUDENTIAL

LLOYDS BANKING GROUP
Responsibilities

• **Resource Management & Recruitment**
  • Supply & Manage Consultants
  • Daily Rates, Time & Materials, Milestones

• **Project Documentation**
  • Finances | Risks | Sign Off

• **Consulting**
  • Analysis | Client Management | Full Service

• **Projects**
• Retail Banking & Communications
• Investment Banking & Datawarehousing
• Intranet & Enterprise Search
Lessons Learned

• No Such Thing As Irreplaceability
• There’s Always More Factors
• Working World Isn’t Perfect
  • Not Even Close
• Personal & Professional Skills Are The Endgame
• A Truth Told With (Bad) Intent
• Important People Have Too Much To Do
What Does This Mean For Me?

• Job Searching
  • Don’t Stop
  • Tailor Your CV
  • Demonstrate Personable Skills

• CV
  • Talk In Projects, Deliverables, Examples & Facts
  • Don’t Waffle

• University
  • Internships, Work, Extra-Curricular
  • Something Interesting, Be Interesting
And Financial Services?

- Banking
  - Retail
  - Investment
  - Private
- Wealth
  - Asset Management
  - Wealth Management
- Insurance
  - General
  - Specialist
- Funky
  - Peer Lending
  - Alternative Finance & Investing