Working in the world of securities and investments can be a very lucrative career path. Those wanting to pursue this industry will often find themselves in positions analyzing securities and investment options and making recommendations on which option to pursue. Those typically working in securities and investments often have a degree in business, accounting, or finance. Most investment banks and firms are located in major financial centers across the United States and around the world including New York, San Francisco, Hong Kong and London. Two common tracks within this industry are Investment Banking and Asset Management.

**Investment banks** specialize in calculating what a business is worth, usually for one of two purposes: to price a securities offering or to set the value of a merger or acquisition. Securities include stocks and bonds, and a stock offering may be an initial public offering (IPO) or any subsequent (or “secondary”) offering.

**Asset management companies** manage their clients' money to achieve specific financial objectives within guidelines under which the investment pool is organized. The pool might take the form of a mutual fund, hedge fund, retirement or pension fund, or other institutional fund and, depending on how the fund is organized, could invest in a range of investment vehicles including equities, fixed-income securities, and derivative products such as options and futures.

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**Average Salary & Trajectory***

<table>
<thead>
<tr>
<th>Level</th>
<th>Entry-Level</th>
<th>Mid-Level</th>
<th>Executive-Level</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Salary</strong></td>
<td>$60,000 annually</td>
<td>$76,000 annually</td>
<td>$157,000 annually</td>
</tr>
</tbody>
</table>

- Jr. Financial Analyst
- Wealth Advisor Associate
- Equity Analyst
- Investment Specialist
- Equity Research Analyst
- Fixed Income Portfolio Manager
- Portfolio Manager
- Senior Investment Analyst
- Equity Research Associate
- Managing Director
- VP of Investment
- VP of Investment Analysis
- VP of Fixed Income
- Fixed Income Director

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**Learn More With O*Net**

Visit O*Net OnLine to explore the sample roles in investments. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

01 Visit O*Net OnLine at [www.onetonline.org](http://www.onetonline.org)

02 Refer to the sample job titles listed in the “O*Net Keywords” section below

03 Enter phrase into O*Net’s “Occupation Search” to explore sample roles

**O*Net Keywords:**

- Equity
- Investment
- Securities
- Commodities

**Roles:**

- Sales Agents
- Financial Analyst
- Personal Financial Advisors

*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.
**Skills/Experience Suggested:**
- Knowledge and interest of capital markets and investments
- Confidence to communicate financial theories effectively
- Considering costs and benefits of potential actions to choose the most appropriate one
- Ability to work with high-level, busy professionals in a fast-paced team environment
- Excellent verbal, written, analytical and organizational skills
- Ability to sell through others and high-energy personality to deliver results, both in terms of the quality and quantity or revenues

**Professional Certifications:**
- Chartered Financial Analyst (CFA)
- Certified Investment Management Analyst (CIMA)

**Professional Associations:**
- Association for Financial Professionals
- National Organization of Investment Professionals

**Campus Resources:**
- Finance Association
- Applied Securities and Analysis Program (ASAP)
- Student Managed Investment Fund (SMIF)
- Business Finance Alumni Chapter

**About this guide:** This resource guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or recommendations from an advisor.