

# BUSINESS | INDUSTRY ROADMAP

## Career Paths and Desired Skills

There are many career paths within business for UChicago students. Business careers require soft skills, including effective communication, leadership, collaboration, adaptability, and drive. There are role specific technical skills as well. Business career paths include (but not limited to) finance, consulting, marketing, and corporate.

### *Industry and Entry-Level Role*

### *Key Functions*

### *Skill Set*

#### **FINANCE, INVESTMENT BANKING ANALYST**

Investment banks help clients raise money in capital markets by issuing debt or selling equity in the companies. Other roles include assisting clients with mergers and acquisitions (M&As), and advising them on investment opportunities such as derivatives.

- Analytical work building and perfecting financial models
- Construct pitch books on bank's qualifications, industry data, sample transaction and analysis, and recommendations.

- Quantitative ability
- Financial Modeling
- Analytical skills
- Attention to detail
- Excel & PowerPoint

#### **CONSULTING, MANAGEMENT CONSULTING ANALYST**

Management consultants help organizations improve their performance, primarily through the analysis of existing problems, opportunities, and plans for improvement. Consultancies may provide organizational change management assistance, coaching skills, process analysis, technology implementation, and strategy development.

- Organize information about the problem to be solved
- Research to determine the methods, equipment, and personnel that will be needed
- Develop solutions or alternative practices

- Problem solving
- Strategic critical thinking
- Quantitative ability
- Interpersonal skills
- Excel & PowerPoint

#### **MARKETING, AD AGENCY ACCOUNT EXECUTIVE**

Advertising agencies assist clients in brand promotion through the creation, planning, and execution of advertising and other forms of promotion and marketing. Agencies are hired to produce television commercials, online advertising, mobile marketing, and other tactics as part of an advertising campaign.

- Liaison between the ad agency and the client
- Effective communication with the client team
- Manage a variety of account duties across research, creative development and media planning

- Creativity
- Interpersonal skills
- Negotiation skills
- Analytical thinking
- Adobe

#### **CORPORATE, LEADERSHIP DEVELOPMENT PROGRAM**

Corporate opportunities span a wide variety of industries: retail, consumer goods, healthcare, pharmaceutical, energy, entertainment, and transportation, to name a just a few. Many offer leadership development programs offering training across business functions, or specific roles in finance, marketing, and more.

- Manage strategic projects that are critical to the business
- Cross train across different business functions
- Develop skills to be a leader in the organization

- Problem solving
- Interpersonal skills
- Organization
- Analytical skills
- Excel & PowerPoint

# BUILDING EXPERIENCE FOR CAREERS IN BUSINESS

Career Advancement offers a number of events and resources to help prepare you for a career in business:

## EXPLORE

- Exploration workshops across industries featuring experts and recent alums
- Treks and site visits to top employers in Chicago, New York, Hong Kong, Atlanta, UAE, Seoul, and more
- Recruiting workshops providing a roadmap of career exploration, skill development and interview prep for specific fields including finance, consulting, and marketing

## ENGAGE

- Coaching from advisers with 70+ years in finance, consulting, marketing, and corporate
- Professional development seminars on technical skills and strategies for success
- Selective, immersive career development programs:
  - Trott Business Program: three year business development program focused on career exploration, skill development, interview prep, and job search strategies
  - Financial Markets Program: three year program focused on careers in quantitative finance
- Networking and recruiting preparation events — Night on Wall Street, the Consulting Symposium, Midwest Trading Competition
- Online skill-building training through industry leading platforms Lynda.com and Bloomberg Market Concepts

## APPLY

- Industry recruiting overviews highlighting the latest recruiting timelines for industry and employer specific hiring trends
- Networking resources to access the deep network of alumni spanning industries and locations including the WISR platform
- Weekly communications options highlighting events, job opportunities, and advice from experts
- Interview skill development and practice options through Career Advancement mock interviews and industry leading interview platform, Big Interview

## REPRESENTATIVE EMPLOYERS

*A sample of employers who have hired UChicago students for business-related opportunities!*

*Work with Career Advancement to stay current on recruiting timelines.*

### Finance

Citi  
Goldman Sachs  
JP Morgan  
Deutsche Bank  
Bridgewater Associates  
AQR

### Consulting

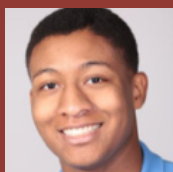
Accenture  
Bain  
BCG  
McKinsey  
EY-Parthenon  
Cornerstone Research

### Marketing

Digitas  
Foote Cone Belding  
IRI  
AC Nielsen  
IPSOS ASI

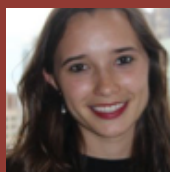
### Corporate

Kraft Heinz  
Restaurant Brands Int'l  
United Airlines  
Interline Brands



### Stephen Blackburn (AB '20)

- John W. Rogers Internship Program in Finance
- Internship: Summer Analyst, Kresge Foundation
- UChicago Sports Business Associate



### Kristin Manley (AB '17)

- Trott Business Program
- Full-Time: Associate, Boston Consulting Group
- Pi Beta Phi, Model UN