Overview:
The Investment Management Workshop is an 8-week program in the spring of your sophomore year with the goal to place students into careers on Wall Street, generally into three roles: Sales & Trading, Research, and Private Wealth Management. The capstone experiences of the workshop are trips to New York City and Chicago to visit a variety of firms in the financial services industry. An in-depth explanation of each role can be found below.

Placement:
Students tend to begin their careers at banks such as Goldman Sachs, J.P. Morgan, Morgan Stanley, Citigroup, Barclays, and Bank of America. The program has alumni at every bulge bracket bank who volunteer their time to mentor IMW members and facilitate their career development. Upperclassmen in the workshop are actively involved in teaching new students technical knowledge, building interview skills, and helping grow their professional network.

Sales & Trading:
S&T analysts typically facilitate the investment and trading activities of clients. There are two main roles within S&T, Trading and Institutional Sales. Traders execute trades, perform active risk management, generate short-term trade ideas, and track profit and loss. This role is product specific, as a trader will become a specialist in a product like equity derivatives, investment grade bonds, or foreign exchange. Institutional salespeople cultivate relationships with clients to better understand their portfolios and needs, serving as middlemen between the bank and its clients. This position caters towards those who desire constant client interaction and a broad understanding of capital markets.

Research:
Research analysts at banks generate long-term investment ideas, examining either the equity of the company (stocks) or its credit (bonds). Teams are split up by industry, and analysts on those teams specialize in a group of 20-30 companies that have similar businesses. They understand the detailed nuances of those companies and the sector, and can provide deep insight for clients. Analysts who work at asset management firms cover a larger set of 100-200 companies, and are responsible for determining which stocks they wish to invest their firms capital in. Day to day work includes financial modeling, writing research reports, advising clients, and talking to management teams in their industry.

Private Wealth Management:
PWM aims to deliver customized wealth management to high net worth individuals. As affluent families and individuals encounter multifaceted demands that require specialized resources and superior advice, wealth managers step in to offer functions related to capital advisory, investment decisions, and estate planning. Clients range from corporate executives and politicians to athletes and celebrities. Day to day work includes seeking prospective clients, analyzing portfolio performances, and interacting with a wide array of bank functions to best service client needs.

Exit Opportunities:
Exit opportunities include hedge funds, asset managers, management, corporate finance, and private equity. Alumni are not only involved in your initial career placement, but also in facilitating these opportunities.

Contacts: