



# Finance Option Info Session

Friday, November 4, 2022

# Land acknowledgment

## UBC Point Grey Campus (Vancouver)

The land on which the campus is located is the traditional, ancestral, and unceded territory of the xwməθkwəyəm (Musqueam) People.



# Today's agenda

1. Faculty presentation
2. BCC services and resources
3. Student panel
4. Audience questions
5. Closing remarks



# UGO and BCC presenters



**Abril Castillo**

Academic Advisor, UGO



**Michael Clarke**

Interim Associate Director, BCom  
Careers and Work Integrated Learning,  
BCC



**Jessica Pilfold**

Academic Advisor, UGO  
Student Panel Moderator



# Finance Faculty Presenters



**Isha Agarwal**

Assistant Professor  
MA, PhD Economics (Cornell)



**Jan Bena**

Associate Professor  
Finance Division Chair  
PhD Finance (LSE)  
PhD Economics (CERGE-EI)



**Pennie George**

Adjunct Professor  
Managing Director, Portfolio  
Management Foundation (PMF)



**Ella D.S. Patelli**

Assistant Professor  
MA Economics (University of Geneva)  
PhD Finance (HEC Montreal)




**Bill Tilford**

Adjunct Professor  
Advanced Topics in Investment  
Management Course Lead

# Reasons Why You Should Consider A Career in Finance



- Dynamic and innovative industry, high demand for graduates
  - Stimulating and exciting jobs
  - Faster career progress compared to other industries
  - Clear progress routes, always opportunities to grow and excel
  - Varied career paths and options for different people
  - Work opportunities worldwide
  - Plethora of exit opportunities if you decide to leave finance
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**UBC Sauder's Finance Division  
works to prepare students to  
succeed along multiple career  
paths in the modern, rapidly  
evolving finance ecosystem**



# Examples of Traditional Career Paths



- **Investment Management**

- Mutual funds, pension funds, hedge funds, money market funds, wealth management firms, family offices

- **Investment Banking**

- Research: equity and bond analysts
- Sales and trading of securities: market making and speculation
- Transactions: M&As, IPOs, debt issuance, spinoffs, restructurings

- **Corporate Finance**

- Capital budgeting, financial planning, working capital management, capital structure, risk management

- **Commercial Banking**

- Credit scoring, loan screening, loan syndication

# Variety of Finance Careers in Novel Areas



- **FinTech, Venture Capital, Private Equity**

- Build, launch, and support FinTech solutions - automation - robo-advisors
- Big data driven financial services - machine learning, AI
- Tackle pressing problems - financial exclusion, cybersecurity, privacy
- Digitalization - crypto currencies and assets, P2P lending, instant payments, DAOs, smart contracts

- **Socially Responsible Investing**

- Impact/sustainable investment strategies
- ESG research and investment analysis

- **Regulation & Compliance**

- Design, implement, and enforce regulation in the financial sector
- Policymaking driven by financial innovation: CBDC, DeFi

# **Working in the Finance Industry: Myths vs. Facts**





## Myths:

- Great for introverts with no people skills
- Dominated by greed
- Vicious climb to the top
- Sexist work environment

## Facts:

- Both analytical and communication skills are required
  - Dominated by results-oriented people
  - Success comes from hard work and strong relationships
  - Finance has changed and is changing
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- Passion for finance can develop anytime by learning finance basics and building on that knowledge
  - Investment banking hours can be intense in the early years

# **UBC Sauder's Finance Division Curriculum**



# Pillars of Finance Education at UBC Sauder

1

We pursue an excellence in finance education in order to **build exemplary expertise and skills** that employers look for

2

We recognize that superior and unique student learning is achieved by **combining rigorous academic work with business practice**

3

We are leaders in introducing rigour, respect, and responsibility into business education. We **value curiosity, open mindedness, ethics, hard work and humility.**

# UBC Sauder's Finance Division Core Courses

- **COMM 370 - Corporate Finance**
  - How companies raise capital
  - Investment and capital budgeting decisions
- **COMM 371 - Investment Theory**
  - Price securities in the risk-return trade-off framework
  - Construct investment strategies
- **COMM 374 - Applied Financial Markets**
  - Applications that show how to make informed, fact-based, data-driven investment and corporate finance decisions

# UBC Sauder's Finance Division Elective Courses

- Financial Institutions
- Mergers & Acquisitions
- Venture Capital
- Entrepreneurial Finance and Private Equity
- FinTech
- Behavioral Finance
- Advanced Topics in Corporate Finance
- Investment Policy
- Fixed Income Markets & Management
- Advanced Topics in Investment Management
- Risk Management & Financial Engineering
- International Finance



**UBC Sauder's Finance  
Division has been a  
world-class provider  
of experiential  
learning**



# **Extra-Curricular Programs Offered by Finance Division Faculty**

- **UBC Portfolio Management Foundation (PMF)**
  - 2.5 yr commitment to collaboratively manage \$10 million
  - Access to mentors, workshops, and summer internships
  - 7-9 students selected per year, typically during Year 2
- **UBC SWIFT: Sauder Women in Finance Training**
  - 1 yr rolling commitment to train with diverse talent
  - Access to mentors, workshops, and summer internships
  - 8-10 students selected per year, from Years 1, 2, or 3

# Upcoming Events

## **Starting a Capital Markets Job Search**

**Monday, Nov 7, 2022**

4:00 - 5:00 PM

HA 491

## **UBC Portfolio Management Foundation (PMF)**

Information Session for Potential Applicants

**Thursday, Nov 17, 2022**

12:30 - 1:30 PM

HA 491

## **UBC SWIFT: Sauder Women in Finance Training**

Information Session for Potential Applicants

**Thursday, Nov 24, 2022**

12:30 - 1:30 PM

HA 491

# **Recruitment trends from BCC Business Development Team**




- Major Canadian Banks are on the front foot with regard to recruiting.
- Major Pension Plan companies (BCI, CPPIB, OTPP) have been actively recruiting for positions in the money management sector.
- Toronto continues to offer opportunities at a 3:1 rate over Vancouver and BC overall



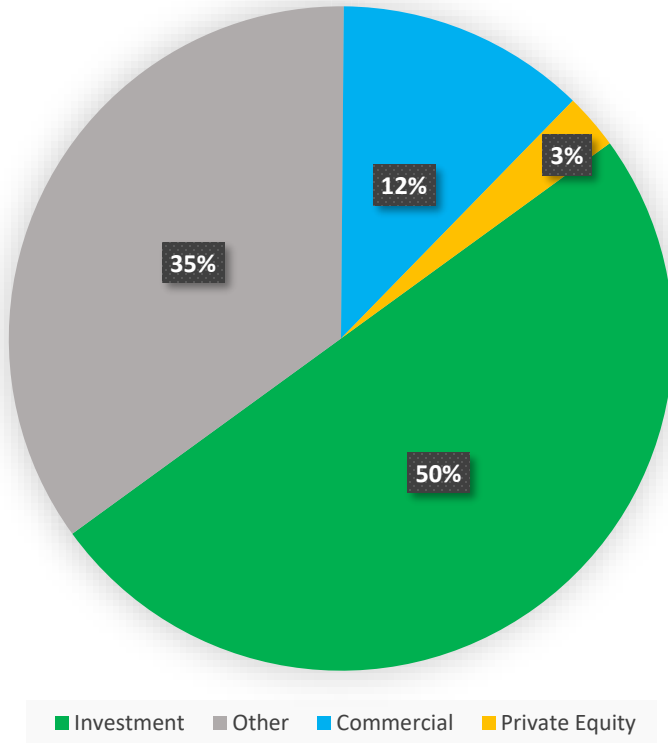
**What do  
recruiters look  
for?**



- Responsible and ethical behavior & integrity
  - Good analytical & technical skills
  - Strong foundations in finance theory
  - Knowledge of key capital markets data platforms
  - Ability to analyze & interpret large data sets
  - Good oral & written communication skills
  - Critical & independent thinking
  - Ability to confront new problems
  - Ability to work in teams & good interpersonal skills
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# **SEAT Reporting: BCom Students self-reporting data**





# Average Salaries

(with Outliers removed)

Investment Banking: **\$89k (CAD)**

Commercial Banking: **\$69k (CAD)**

Private Equity: **\$124k (CAD)**

Other Finance: **\$65k (CAD)**

\*Other Finance includes:

- Corporate finance,
- Treasury & Financial Analysis,
- Real Estate

# Involvement opportunities

SWIFT and PMF  
workshops &  
seminars are open  
to all students

## Portfolio Management Foundation

- Work collaboratively to manage a real \$10 million fund

## SWIFT (Sauder Women in Finance Training)

- Join a supportive community to pursue training in finance, mentorship, networking, skills workshops, and summer internships

## Finance Mentorship Program

## Capital Markets Training Program

Canvas site: [Resources for Finance Students](#)

UBC Finance Association: [ubcfa.ca](http://ubcfa.ca)



# **Hari B. Varshney**

## **Business Career Centre**

# Have a career question?

Talk to **BCC Career Peer Advisors**. They're senior students trained to help you with:

- Option choice
- Getting involved on campus
- Job applications
- Interview prep

**Book an appointment on COOL**

Or stop by drop-in  
**Monday to Friday 11 am – 2 pm**  
in CPA Hall



# Still have questions?

For questions about registering for your option or degree planning, contact the UGO:

## **Undergraduate Office (UGO)**

165 - 2053 Main Mall

604.822.8333

[bcomquestions@sauder.ubc.ca](mailto:bcomquestions@sauder.ubc.ca)

Book an appointment or visit the virtual office at [mybcom.sauder.ubc.ca/ugo](https://mybcom.sauder.ubc.ca/ugo)

