

Financial Services Careers – post Covid 19

*When money is lost, nothing is lost, when
health is lost, something is lost, but when
character is lost, ALL IS LOST*

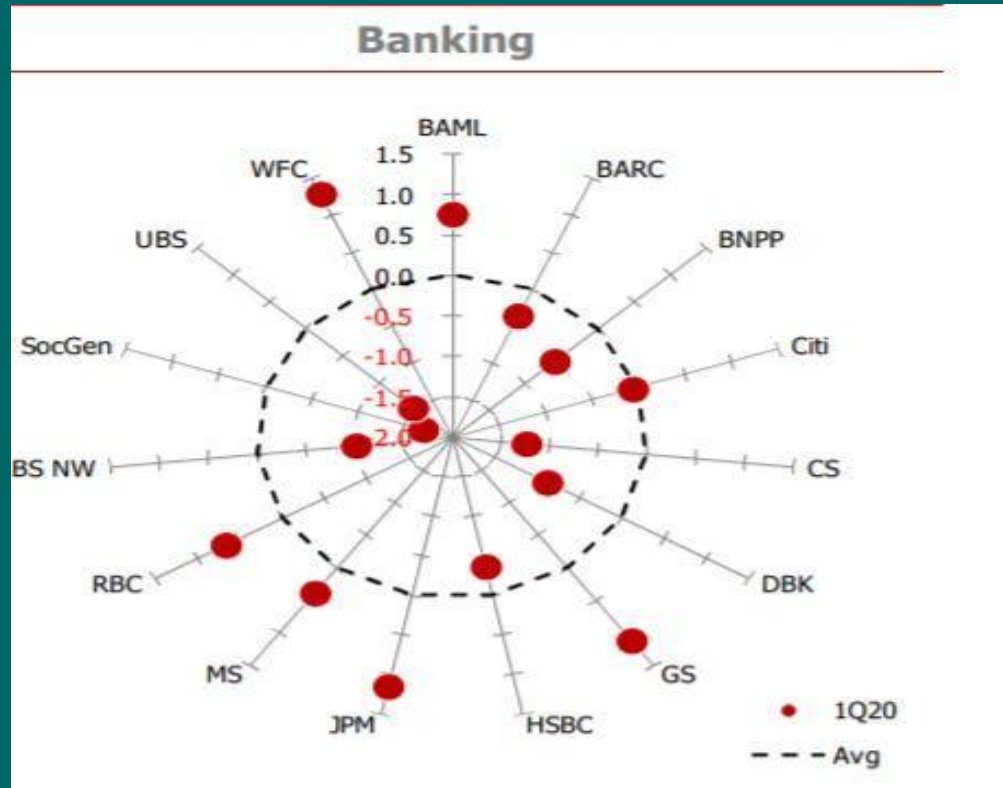
- Billy Graham

What Banking will look like after the Pandemic

- **A world that became digital overnight....**
- **A new future of work (@ home)**
- **Opportunities for physical & mental creativity**
- **Purpose before profit**
- **Now's the time to envision the future**

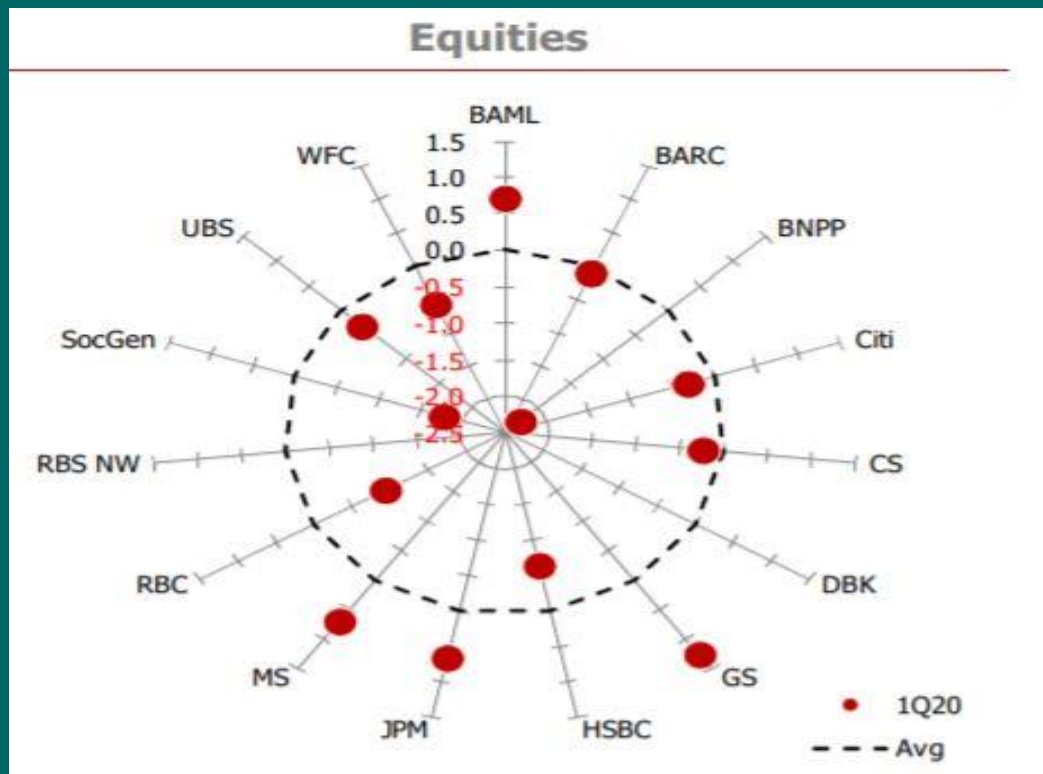
Source: The Financial Brand

Operating revenues/full time front office employees, Q1 2020 (Investment banking divisions)



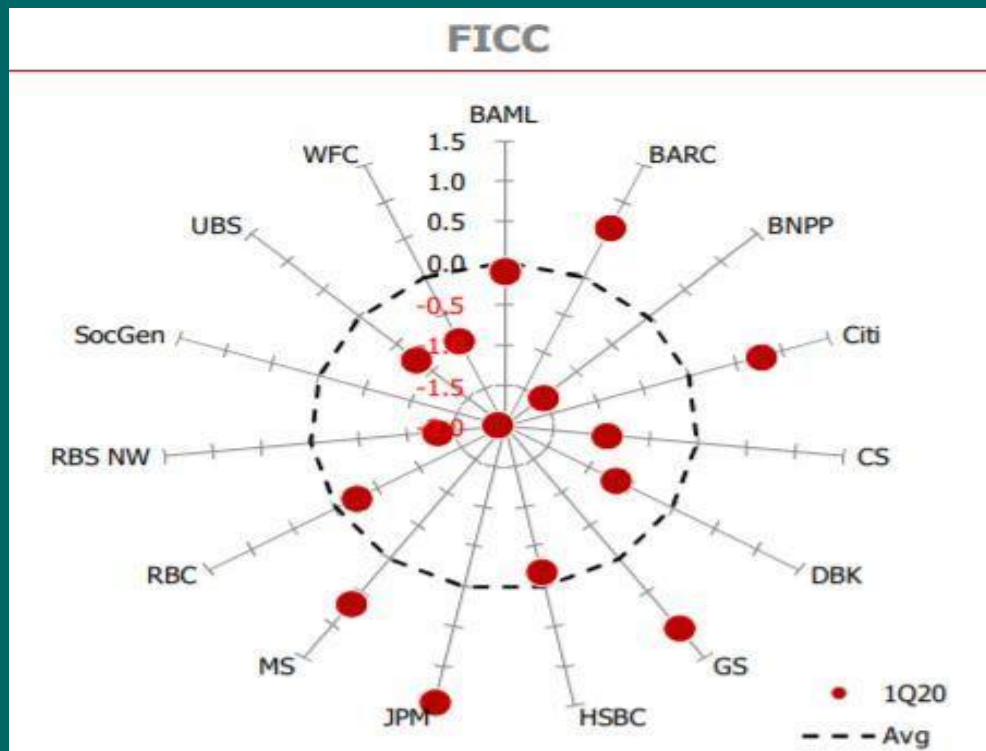
Source: Tricumen

Operating revenues/full time front office employees, Q1 2020 (Equities trading divisions)



Source: Tricumen

Operating revenues/full time front office employees, Q1 2020 (Fixed income trading divisions)



Source: Tricumen

Skills to succeed post pandemic

- **Adaptability & flexibility**
- **Tech savviness**
- **Creativity & innovation**
- **Data literacy**
- **Critical thinking**
- **Digital & coding skills**
- **Leadership**
- **Emotional intelligence**
- **Commit to a lifetime of learning**

Source: Forbes

Additional skills

- **Product knowledge**
- **Analytical**
- **Problem solving**
- **Ability to communicate**
- **Management experience**
- **Commercial acumen**
- **Ability to collaborate**
- **Relevant qualifications**
- **Financial reporting**

In demand financial services roles

- **Equity research analyst (£60-65k)**
- **Sales and trading (£70-100k)**
- **Commercial finance analyst (£50-55k)**
- **Financial crime analyst (£55-£75k)**
- **Compliance manager (£55-75k)**
- **Credit risk (£60-80k)**
- **Regulatory reporting manager (£50-75k)**
- **Liquidity risk (£60-70k)**
- **Auditor (£50-70k)**
- **Business analyst (£50-65k)**
- **Fixed income analyst (£50-65k)**
- **Quantitative analyst (£60-120k)**
- **Wealth Management (£70-100k)**
- **Financial crime manager (£65-80k)**
- **Operational risk (£60-75k)**

Source: efinancialcareers.com

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Relevant qualifications in.....

- Information technology
- Financial advice/Portfolio management
- Research/Sales/Trading
- Financial crime / Regulatory/ Compliance
- Business Analysis
- Project management
- Accounting
- Finance
- Audit
- Legal

Categories of entry

- **Apprenticeship**
- **Internship**
- **Entry level**
- **Graduate Scheme**
- **Experienced hire**
- **Executive**
- **Senior management**

Key methods to source roles

- **Recruiters**
- **Direct applications**
- **Previous employers/ex-colleagues**
- **Your network**

Useful nuggets

- ***Think about your industry - is it right for you?***
- ***Start looking online***
- ***Build your network – “Your network will determine your networth”***
- ***Carve out a niche for yourself***
- ***Always take a long term view to your career***
- ***Make sure your CV tells a verifiable story***
- ***Prepare for your interview***
- ***Find a career mentor***
- ***Surround yourself by positively minded people (“iron sharpens iron”)***
- ***Always follow up on any job applications***
- ***Never ever give up!***

Useful sources of reference

www.efinancialcareers.com

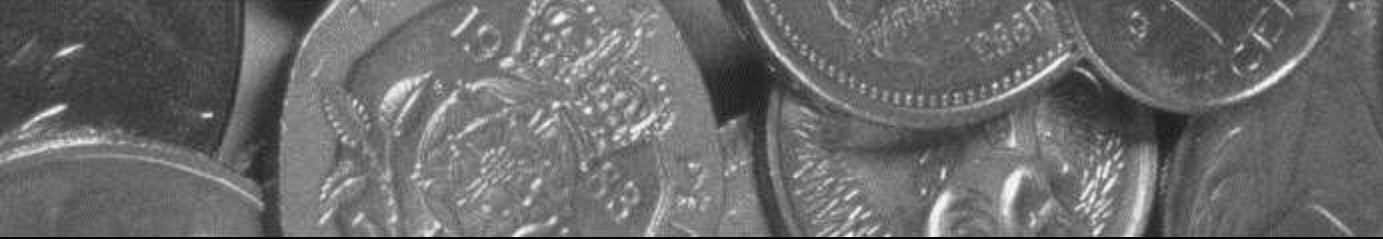
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Questions?