Finance Careers at Anderson
Agenda

• Introductions – Parker, Fink, and IFA
• Finance Outcomes
• Finance career paths at Anderson
• General Q&A
Parker – Fink – IFA Introductions

Hear from the Parker Advisor and Anderson students pursuing careers in Finance

Francis Quimby  
Parker CMC

Alina Sarkissian  
Fink Center

JJ McMahon  
IFA - President

Brendan Graniez  
IFA – VP ACT
Support/Create Robust Ecosystem for Anderson Finance

**Key Priorities**

**Alumni engagement**
- lifelong support for finance alums
- create robust community and learning opportunities to navigate entire career arc and key career transition points

**Strategic positioning**
- assist in strengthening Anderson’s finance brand for practitioner and student communities
- leverage existing faculty and alumni thought leadership
- build broader and deeper partnerships in the finance practitioner community and with finance pathway groups
2023 FT Outcomes for Anderson in Finance

Class of 2023 Functional Breakdown (within Finance)

- Investment Banking: 43%
- Corporate Finance: 28%
- Private Capital: 14%
- Other - Finance: 11%
- Investment Management: 4%

18.4% of class accepted jobs in Finance / Accounting

Class of 2023 Compensation Summary

<table>
<thead>
<tr>
<th>Functional Area</th>
<th>Base Salary (Thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Banking</td>
<td>105K - 200K</td>
</tr>
<tr>
<td>Investment Management</td>
<td>94K - 175K</td>
</tr>
<tr>
<td>Private Capital</td>
<td>110K - 153K</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>115K - 145K</td>
</tr>
<tr>
<td>Other - Finance</td>
<td></td>
</tr>
</tbody>
</table>

Note: Compensation excludes bonus (signing, discretionary, etc.)
Investment Banking Overview

**Key Recruiting Highlights**
- Hands-on preparation from Parker and 2nd years
  - ACT, TrainingTheStreet
- Structured On Campus Recruiting
  - Company presentations for LA, SF, and NY recruiting
- Dedicated training to convert internships
  - Informal small groups to prepare students for interviews across regions, products, and coverage

**Benefits**
- Valuable skillset
- Comp can be very good
- Learning opportunities

**Challenges**
- Work / life balance
- High-pressure environment
- Market cyclicality
# Corporate Finance Overview

## Key Recruiting Highlights
- Hands-on preparation from Parker and 2nd years
  - Corporate Finance ACT
- On Campus and Beyond Campus Recruiting
  - Longer process that runs from Fall through Spring
- Strategic Networking
  - Cross-collaboration with other organization’s events (AnderTech, Entertainment Management Association, Entrepreneurs Association)

## Benefits
- Influence internal decisions
- Business Partner and Industry Expertise
- Variety of roles

## Challenges
- Can be difficult to navigate the abundance of roles
- Comp lower than IB, IM, PE

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[Logos of Amazon, Microsoft, Google, Amgen, Walt Disney, Paramount, American Airlines, and Nike]
Investment Management Overview

Key Recruiting Highlights
• Hands-on preparation from Parker and 2nd years
  o Finance Immersion, ACT, TrainingTheStreet
• On Campus and Beyond Campus Recruiting
  o Longer process that runs from Fall through Spring
• Pitch Competitions and Student Initiatives
  o UCLA Fink Credit Pitch Competition
  o Student Investment Fund (SIF), Anderson Student Asset Management (ASAM)

Benefits
• Long-term career potential
• Good work / life balance
• Intellectually challenging and stimulating, especially if you’re passionate about the markets

Challenges
• Small number of full-time positions available; recruiting often “just in-time”
• Can be hard to build book of business
• Hard to get research role w/o previous research experience and / or no CFA

Investment Managers (Buy side)

Wealth Management
J.P. Morgan
Goldman Sachs

UCLA Anderson School of Management
UCLA Fink Center for Finance
Private Capital Overview

Key Recruiting Highlights
- Hands-on preparation from Parker and 2nd years
  - Finance Immersion, ACT, TrainingTheStreet
- Pitch Competitions and Student Initiatives
  - UCLA Fink Credit Pitch Competition
  - Student Investment Fund (SIF), Anderson Student Asset Management (ASAM)
  - Anderson Venture Impact Partners (AVIP)
- Academic Internships – Winter Quarter onwards
  - Source: Parker, Alumni, 2nd Years
  - Location: Usual local to LA

Benefits
- Work with talented entrepreneurs and management teams
- Continual learning opportunities and exposure to a wide variety of industries
- Lean deal teams facilitate significant hands-on experience

Challenges
- Highly competitive investing environment
- Limited positions available
- Variable recruiting timelines as a result of “just-in-time” hiring practices
- Many positions are unpaid
Questions?