



FINANCE:

WHAT IS IT?

HOW DO I GET AN INTERNSHIP IN FINANCE?

What is finance?

Finance is the **science of money management**. There are a variety of fields and firms that operate within this industry. At their core, these firms deal with managing risk and securing returns for clients.

Investment Banking: Help companies identify strategic acquisition targets and advising them on how much a target could be worth. Project based work related to each deal.

Sales & Trading: Traders help to facilitate the buying and selling of financial instruments. This could range from helping a client buy shares of a company such as Apple to developing a more sophisticated strategy using derivatives. Sales will market the bank's trading/research services to clients. Traders must quickly react to moves in the market.

Equity Research: Analyze the fundamentals of a stock (what is driving sales and profits). Analysis informs a "buy" or "sell" recommendation. Mix of reacting to news affecting companies and longer-term in-depth reports.

Asset Management: Conduct research to identify and invest in stocks (or bonds or other financial instruments) that one thinks will outperform market performance. Combine investments into a portfolio with the typical goal of maximizing performance while minimizing risk.

Securing an Internship: Timeline

First Years

- Explore options, but don't necessarily get set on a particular career path
- Take a mix of qualitative and quantitative classes, including statistics
- Reach out to recent grads in the field for informational interviews
- Get a finance externship
- Apply for early ID/insight programs
- Conduct research with a quantitative focus

Sophomores

- Apply for early ID/insight programs
- Obtain a summer internship that offers opportunities to take initiative, analyze data, write and present
- Secure leadership roles in extracurriculars
- Prep for interviews fall/early spring; interview for your junior summer internship with bulge bracket banks late spring

Juniors

- If you haven't secured your summer internship the summer prior to your junior year, actively network for available opportunities early fall
- Apply early; remaining deadlines are early fall semester and there are a number of financial services firms and smaller banks that will offer opportunities

Follow the Markets

- Read the Wall Street Journal, NY Times, and Financial Times DAILY
- Follow specific markets based on your interests and study them carefully
- Look for change over time, cause and effect, patterns, and similarities across markets
- Develop/be able to support a cohesive narrative re past, current, future pricing for selected markets

Important Considerations

APPLY TO UNDERCLASSMEN PROGRAMS

- Great way to get firsthand exposure to a firm and to the industry

- Lots of diversity and inclusion programs for students of underrepresented backgrounds
- Programs are posted in Handshake and organization websites

TIME MANAGEMENT

It is crucial to start preparing for interviews by fall semester sophomore year (and best to begin the summer before sophomore year) since interviews will take place early sophomore spring. Think about your fit within the field of finance and research the varied divisions within the field:

Investment Banking| Hedge Fund |Private Equity| Equity Research |Asset Management | Sales&Trading

NETWORK

- Schedule phone calls with alumni. Use LinkedIn and the Swarthmore Alumni Directory to identify Swatties in finance. If possible, meet contacts in person for coffee.
- Keep emails to alumni short and to the point – courteous, respectful of their time and NO TYPOS!
- Understand how competitive the field is AND how to prepare
- Do your research on the field, organization and alumnus/a before networking
- See the Career Services networking site for advice and resources

THE VALUE PROPOSITION OF A SWARTHMORE EDUCATION

- Understand how your Swarthmore liberal arts education translates to success in the finance industry (despite not going through a formal “finance” education in college)
 - Critical thinking skills, strong work ethic, ability to analyze trends overtime and draw logical, important conclusions, learn new material quickly and effectively, etc.
- Know why you are interested in/passionate about the SPECIFIC field you want to pursue (and how your Swarthmore education helped you get there).

Resources

- **Vault:** good general resource; access Swarthmore’s free subscription once you’ve logged into Handshake.
- **Wall Street Prep’s Student Passport Program:** Career Services offers students free lifetime access to training in the following areas: Accounting and Financial Statement Analysis; Excel and PowerPoint for Finance and Business; Navigating Financial Reports; Corporate Finance; Financial and Valuation Modeling; Technical and Behavioral Interviewing. Access by emailing career@swarthmore.edu.
- **Breaking into Wall Street:** Resource to help students prepare for the technical portion of the finance interviews. For access, contact career@swarthmore.edu with your first/last name and Swarthmore email address

Interview Preparation

Behavioral or “Fit” Interviews: (*Tell me about a time when you...*)

- Incredibly important-most finance interviews are increasingly becoming focused on behavioral questions as culture and fit are crucial.
- Know yourself-know your strengths, weaknesses, and why you want to go into this industry.
- Schedule practice interviews with a career counselor and with alumni.

Investment Banking Interviews:

- First Round: Mainly behavioral (tell me about yourself) as well as basic accounting questions. Important to read *Breaking into Wall Street Guide/400 Questions You Need to Know* (available in Career Services, 135 Parrish).
- Super Day: Be able to follow a specific industry and how to value a company effectively i.e. evaluate management, key industry ratios, current market conditions.

Sales and Trading Interviews:

- First Round: Need to be following markets on a daily basis leading up to the interview and be able to express a view on the market. Most likely need a stock pitch for a company with a valuation or price target as well as industry competitors. More math focused. Have a good grasp of probability and concepts such as Bayes theorem.
- Super Day: Basically do same as the first round except refine your strategies from your first round interview, more concise stock pitch, more incisive market analysis.

Asset Management:

- First Round: Very broad range of topics. Combine company evaluation techniques from Investment Banking and market knowledge from Sales and Trading.
- Super Day: Have an idea of what industry you would like to cover, which products, and market trends. Asset Management basically requires you to know everything in the most general sense.

Sample Finance Resumes

Beginning on the following page are sample resumes from Swarthmore students who applied to (and secured offers from) various financial institutions. Please note that names, companies, and details may have been changed, but the overall format, style, and content remain the same.

Stop by Career Services Monday-Friday 1-4:30PM to have a
Career Peer Advisor review your resumes and cover letters!
By Eliana Cohen '17, Taylor Wilson '19, Lauren Chung '20 and friends

IMPORTANT INFORMATION ABOUT TIMELINES:

- For most of these opportunities, heaviest recruiting occurs in September through fall semester.
- Many firms will fill most of their full-time roles with interns from the previous summer.
- Different industries may have slightly different timelines. For example, Investment Banking recruiting deadlines can be as early as August and extend to early fall semester. Many first round deadlines are late August.
- More prestigious and competitive firms have earlier deadlines.
- Many banks and financial institutions seek candidates for internships prior to the school year (sophomores should start preparing to apply for junior summer internships)

FULL NAME

Address, City, State Zip ▪ emailaddress@mail.com ▪ ###-###-####

EDUCATION

UNDERGRADUATE SCHOOL

Bachelor of Degree

- Honors/Activities:
- GPA: #/4.0
- [High School GPA: #/4.0; SAT: #/2400]
- Honors:
- Relevant Coursework:
- Technical Skills:

CITY, STATE
MONTH, YEAR

PROFESSIONAL EXPERIENCE

COMPANY

POSITION

Summary of company industry if not well known; this provides context for job (good starting place is your company's mission statement).

- Responsibilities.
- Action; impact.
- Action; impact.
- Action; impact.

CITY, STATE
MONTH, YEAR – MONTH, YEAR

COMPANY

POSITION

- Responsibilities.
- Action; impact.
- Action; impact.

CITY, STATE
MONTH, YEAR – MONTH, YEAR

COMPANY

POSITION

- Responsibilities.
- Action; impact.
- Action; impact.

CITY, STATE
MONTH, YEAR – MONTH, YEAR

LEADERSHIP & ACTIVITIES

ORGANIZATION

POSITION

Summary of organization purpose if not well known; this provides context for job (good starting place is organization mission statement).

- Responsibilities.
- Action; impact.
- Action; impact.

CITY, STATE
MONTH, YEAR – MONTH, YEAR

ASSOCIATION

POSITION

- Responsibilities.
- Action; impact.

CITY, STATE
MONTH, YEAR – MONTH, YEAR

ADDITIONAL INFORMATION/SKILLS AND INTERESTS (pick one title—these are just examples)

Technical Training: use this area to highlight technical skills you have that are unique

Languages: Language (fluent) ▪ Language (conversational)

Achievements: Any recognition, awards, honors

Interests: Include any interests you have

SARA SAMPLE

1234 Cadet Drive, Colorado Springs, CO 20061 ▪ sarah.sample@mail.com ▪ 719-531-2006

EDUCATION

UNITED STATES AIR FORCE ACADEMY

COLORADO SPRINGS, CO

Bachelor of Science, Aeronautical Engineer

MAY, 2020

- 3.73/4.0 GPA (Major) | 3.67/4.0 GPA (Cumulative)
- Relevant Coursework: Introduction to Finance Theory, Probability & Statistics, Multivariable Calculus, Thermodynamics I & II
- Roslyn Schulte Memorial Scholarship: awarded to rising college junior that demonstrated leadership and social responsibility
- London School of Economics Study Abroad Program (Spring 2019)

COLORADO ACADEMY

DENVER, CO

MAY, 2016

- 4.4/4.0 GPA | 3.8/4.0 GPA (Un-weighted)
- SAT: 2350/2400
- Class of 2016 President, National Society of Collegiate Scholars, Varsity Volleyball Captain

EXPERIENCE

GOLDMAN, SACHS & CO.

NEW YORK, NY

INVESTMENT BANKING SUMMER ANALYST (INDUSTRIALS GROUP)

MAY 2018 – AUG 2018

- Advised on \$1.2B sell-side M&A deal, completed buy-side M&A screen, and contributed to 11 total project teams
- Drove financial analysis for sell-side M&A deal, built the levered model projecting operations, financing and returns
- Completed 3 subsequent model iterations and built sensitivities; coded Excel macros to improve client experience
- Communicated with clients, partner banks, Goldman leadership to create investor materials and facilitate deal processes
- Performed M&A screen for \$20B client, designed 7 quantitative screen criteria and ranked 30 potential targets
- Built accretion-dilution mini-combo model with flexible architecture facilitating numerous targets and premium scenarios
- Read equity research and 10-Ks to create profiles, perform sum-of-the-parts valuation, and write growth commentary

AIR FORCE ACADEMY MANAGEMENT DEPARTMENT

COLORADO SPRINGS, CO

FINANCE RESEARCH ASSISTANT FOR PROFESSOR DR. ANDREW LOWE

MAY 2017 – MAY 2018

- Analyzed SEC filings to assess target company valuations of strategic buyers compared to those of financial buyers
- Reviewed over 300 takeover auction background, identifying data points to calculate takeover premiums paid
- Systemically organized information using Excel to facilitate data analysis and further research
- Reviewed final paper for previous, relevant topic, and provided content and conceptual improvements

MIKE'S DEPARTMENT STORE

DENVER, CO

SALES CLERK

MAY 2016 – AUG 2016

- Advised customers and completed sales
- Increased sales earnings by 20% in the Junior's Department for the period of June to August
- Named "Employee of the Month" by recommendation of customers for friendly and helpful service (July)

LEADERSHIP & ACTIVITIES

CADET FOR A DAY, INC.

COLORADO SPRINGS, CO

FOUNDER/PRESIDENT

NOV 2014 – PRESENT

- Founded and direct national 501 (c)3 non-profit spanning 3 states bringing diverse elementary students to the United States Air Force Academy for a "cadet for a day" experience; exposes students to engineering and school opportunities
- Built organization structure, lead executive team with special initiatives department; fundraised \$56K for annual budget
- Monitor non-profit compliance, write and deliver grant presentations, and speak publically about organization experiences

ADDITIONAL INFORMATION

Technical Training: Java, C+, Python, App development

Languages: Spanish (fluent), French (conversational)

Interests: Volleyball, CrossFit, World Cup

Jerome Kohlberg

College Address: 500 College Avenue, Swarthmore, PA 19081

Phone Number: (610)-777-8888, Email: jkohl1@swarthmore.edu

EDUCATION

Swarthmore College, Swarthmore, Pennsylvania

Expected Graduation: May 2021

- GPA: 3.9/4.0. Candidate for B.A. in Economics & Political Science.
- Selected Courses: Financial Accounting, Financial Economics, Microeconomics, Macroeconomics, Econometrics, Statistical Methods, East Asian Economics, Comparative Politics, Political Theory, Intro. Computer Science

EXPERIENCE

Private Equity Real Estate Summer Intern, *Aberdeen Asset Management*, Singapore

May 2018 – August 2018

- Worked for the private equity real estate team; inputted 50+ potential property investments into a database
- Created 10+ teaser presentations used for attracting institutions into investing in our new Balanced Property Fund
- Conducted market research concerning Australian and Taiwanese properties in the residential and office sector
- Constructed two DCF models and sensitivity analyses that were used to evaluate property investments

Equity Research Summer Assistant, *DBS Vickers Securities*, Houston

June 2017 – July 2017

- Wrote a 36-page sector briefing paper on synthetic fibre used for the 2015 DBS - Textile Industry Conference
- Created databases for cotton production and price data from 1960s-2015 and net sales for apparel brands
- Performed research for an initiating coverage report of a publicly listed company, including developing a SWOT analysis, and an assessment of the company's main customers.

Summer Intern, *Zarathustra Asset Management*, Hong Kong

August 2017

- Hedge fund focusing on value and quantitative strategies with in-depth bottom up research
- Managed hiring of interns and part-time data analysts. Researched a Hong Kong tourism company

Armoured Infantry Sergeant, *Singapore Armed Forces*, Singapore

February 2016 – December 2016

- Achieved 'Outstanding' performance, trained as a Commander of the Bionix Armoured Fighting Vehicle

EXTRACURRICULAR

Managing Partner, *Clarus Capital Investments*, Swarthmore College

March 2018 – Present

- Co-managed a student portfolio of \$18,000 with peers and acted as a liaison with Career Services
- Wrote stock research reports and voted in weekly meetings on the purchase and sale of equities
- Organized the school's 1st Annual Economics and Finance Forum, inviting six alumni as speakers

Co-President, *180 Degrees Consulting*, Swarthmore College

June 2017 – Present

- Co-founded a new chapter on campus dedicated to providing consulting services to non-profits
- Successfully solicited two clients; supervised and completed two projects with non-profits
- Led an executive board of six and instituted feedback mechanisms for our consultants on their progress

Editor, *The Daily Gazette*, Swarthmore College

January 2018 – Present

- Increased target traffic by 50% and social media traffic by 90% from previous semester as Editor-in-Chief
- Used data in Google Analytics to enhance decision-making, increased workflow efficiency with Excel

AWARDS AND SKILLS

Top 5 Finalist, Wharton Case Competition 2018, out of over 20 collegiate teams

1st Place, George Washington University Novice Debate Tournament 2018

1st Place, International Herald Tribune Writing Competition 2017

Languages: English, Chinese

Interests: Taekwondo, Fencing, History, Writing, Travel

MATTHEW MATCHBOX

Swarthmore College -- 500 College Ave -- Swarthmore, PA 19081 (847) 502-5313 mmatchbox@gmail.com

EDUCATION

Swarthmore College, Swarthmore, PA^[SEP]
May 2020

Anticipated Graduation Date:

Major: Economics; GPA: 3.9^[SEP]

Relevant Coursework: Financial Accounting, Intermediate Microeconomics, Intermediate Macroeconomics

London School of Economics (General Course), London, United Kingdom

Sep 2018 - May 2019

Relevant Coursework: Principles of Finance, Economics in Public Policy

Avon Old Farms, Avon, CT

Graduated: Jun 2016

Awards: Headmaster's List, AP Scholar with Distinction, Chinese National Honor Society, Scholar Athlete Award, Senior Award of Distinction-National Forensics League Degree

WORK EXPERIENCE

Investment Banking Summer Analyst, *Mesirow Financial*, Chicago, IL

May - Aug 2018

- Prepared marketing presentations and participated in client meetings while staffed on four sell-side M&A transactions
- Collaborated with analysts and associates in creating discounted cash flow and leveraged buyout models^[SEP]
- Performed precedent transaction and comparable company analysis to be used in pitch books and CIMs
- Completed one-week Training The Street financial modeling course

Trader Trainee Intern, *Group One Trading*, Chicago, IL

May - Sep 2017

- Executed trader trainee tasks: out-trade analysis, prime brokerage communication, trade allocations
- Provided time-critical trade creation and entry for various traders across numerous product listings
- Researched historical trade and equity data to generate actionable insight for firm

Summer Analyst, *Morgan Stanley*, Chicago, IL

May - Aug 2016

- Organized covered call, balanced, growth, and conservative portfolio performance using Excel
- Prioritized mutual funds by historical performance in order for firm to consolidate holdings^[SEP]
- Presented on analysis of Sarepta Therapeutics and Citigroup to audience of fifty financial managers

Co-founder, Chief Executive Officer, *Clarus Capital Investments LLC*, Swarthmore, PA^[SEP]

Sep 2016 - Present

- Co-founded Swarthmore College student investment company with fifteen members and \$25,000 AUM
- Actively managed company brokerage account^[SEP]
- Led in developing investment strategies and objectives for various stocks and ETFs

Investment Research Analyst, Financial Analyst, *SWATFinancial*, Swarthmore, PA^[SEP]

Sep 2017 - Mar 2018

- Corresponded with small business owners to gain holistic view of their company's financial stability^[SEP]
- Analyzed client's financial statements to assess ability to repay loans and determine interest rate^[SEP]
- Determined distribution of over \$20,000 in microloans to companies best suited to repay and benefit from additional capital

LEADERSHIP EXPERIENCE

United States Fund Head, *LSE SU Investment Society Investment Fund*, London

Oct 2018 - May 2019

- Selected from thirty applicants to head U.S. investment fund
- Oversaw forty analysts in creating investment strategies to be executed in virtual money account
- Organized lecture series including Long Term Capital Management (LTCM) founding partner Victor Haghani

Group Leader, *Eve Thornton Practice*, Northbrook, IL

Jan - May 2016

- Facilitated group discussions among high school students with Asperger's Syndrome to improve on patients' weaknesses
- Performed outpatient services, such as one-on-one house visits, to further patient development

RESEARCH EXPERIENCE

Research Assistant, *Swarthmore College*, Swarthmore, PA

Sep - Dec 2018

- Assisted two professors with behavioral economics research to determine customer purchase levels based on incentives^[SEP]
- Collected data for analysis with results submitted for publication

EXTRACURRICULAR ACTIVITIES

Varsity Lacrosse Team, *Swarthmore College*, Swarthmore, PA

Sep 2016 - Jan 2018

- Managed 20+ hours per week of practice, training, and competition with full academic course load^[SEP]

Nate Seltzer

500 Meeting House Lane, Bala Cynwyd, PA 19066
215 908 4909 | nateseltzer@gmail.com

EDUCATION

Swarthmore College

Bachelor of Arts in Economics, Minor in Psychology, GPA 3.8/4.0

Swarthmore, PA

Expected May 2021

Relevant Coursework: Financial Economics Honors Seminar, Public Economics Honors Seminar, Global Capitalism Since the 1920's, Intermediate Microeconomics, Intermediate Macroeconomics, Econometrics, Multivariable Calculus, Linear Algebra, Discrete Mathematics

FINANCIAL EXPERIENCE

Greenhill & Co.

Investment Banking Summer Analyst

New York, NY

June 2019 – August 2019

- Performed discounted cash flow and comparable companies analysis to value individual portfolio companies owned by private equity firms in healthcare, energy and renewables industries
- Constructed confidential information memorandums on different private equity assets on secondary market, supporting the sourcing and execution of sale transactions
- Extensive experience with financial modeling of LP asset sales for clients seeking early liquidity
- Supported group partner by conducting screen of private equity funds and their portfolio companies for potential new business opportunities using publicly-available information

CFA Global Investment Challenge

Founding Member, Swarthmore College Team

Swarthmore, PA

September 2018 – December 2018

- Produced a professional quality equity research report on a local publicly-traded company
- Held discussions with company's management in order to assess possible macro, industry specific and business specific risks of the company

Merion Capital Management

Fall Analyst

Wayne, PA

August 2017 – December 2017

- Conducted equity research on local financial institutions and presented results to portfolio analysts
- Drafted documents on company's cyber-security policies for the company's SEC regulatory check-up

EXTRACURRICULARS & LEADERSHIP EXPERIENCE

Varsity Tennis

Team Captain

Swarthmore, PA

September 2018 – Present

- Captain of top 25 nationally ranked DIII team; led off-season fitness training and practices
- All-Conference First Team Selection and winner of the John Peele Sportsmanship Award

Swarthmore Economics Department

Macroeconomics and Econometrics Tutor

Swarthmore, PA

January 2018 – Present

- Lead weekly tutoring sessions to reinforce fellow student's understanding of macroeconomics and econometrics

Swarthmore Psychology Department

Psychology Teaching Assistant

Swarthmore, PA

September 2017 – May 2017

- Lead weekly tutoring sessions to reinforce fellow student's understanding of psychology

American School in Japan

Second-year Head Counselor, ASIJ Summer Program

Tokyo, Japan

August 2016

- Trained 14 first-time counselors in communication proficiency to facilitate dialogue with parents in Japanese
- Developed curriculum for 250 students learning to speak and read in English

Tono City Disaster Relief Network

Relief Worker

Tohoku, Japan

June 2016 – July 2016

- Traveled to Japan and participated in relief work following the earthquake, tsunami and nuclear disaster in the Tohoku region of Japan; organized school's charity concert held in order to make a donation to a school in Tohoku, Japan

SKILLS, ACTIVITIES & INTERESTS

Languages: Native fluency in French and Japanese

Skiing: Member of the French National Junior Team and participant at the Coq D'Or and Etoile D'Or National Events

Violin: Finalist of the Kathryn MacPhail Young Artists Competition, 2nd prize at Tri-Country Concert Youth Festival

Hannah Clothier

500 College Ave, Swarthmore, PA 19081 • (610) 328-8000 • hclothier1@swarthmore.edu

EDUCATION

Swarthmore College

Bachelor of Arts in Psychology, Minor in Religion

Swarthmore, PA

May 2022

• **GPA:** 3.9/4.0

- **Awards:** The Carl E. Russo '79 Business Scholarship, Entrepreneur Internship Summer Fellowship, Katie Stauffer Memorial Award for dedication to Swarthmore Swim Team, Outstanding Scholastic Achievement Award from Swarthmore's chapter of Kappa Alpha Theta, Centennial Conference Academic Honor Roll

WORK & LEADERSHIP EXPERIENCE

BlackRock

Summer Analyst

Princeton, NJ

June 2019 – July 2019

- Served as member of US Wealth Advisory Retail Sales Desk
 - Ran and analyzed 50+ reports of fund comparisons
 - Collaborated with portfolio construction specialist to create presentation for senior management
 - Pitched funds to entire sales floor in order to demonstrate product knowledge and sales acumen

InvisAlert Solutions

Business Development Intern

West Chester, PA

June 2018 – August 2018

- Worked with CEO of a tech startup in the healthcare industry to launch first successful pilot of product
 - Conducted experiments to improve product performance, presented findings to CEO and CTO
 - Ran quality assurance testing of system software and worked with software engineer to allow for successful, on-time launch of pilot
 - Designed and led training sessions on-site for clients ensuring integration of product into daily workflow

Yale University Department of Psychiatry

Research Assistant

New Haven, CT

June 2017 – August 2017

- Member of team conducting study through the Center for Wellbeing of Women and Mothers
 - Collected and analyzed data for NIH-funded study on improving access to women's health resources
 - Interviewed over 75 women and recruited research participants for this study
 - Researched and presented a comparison of national and local data at a poster presentation to faculty

Swarthmore College

Intern-Center for Innovation and Leadership

Swarthmore, PA

August 2018 – Present

- Co-designed project researching and analyzing women's college experiences to present to campus admin

Career Peer Advisor and Office Assistant-Career Services Office

August 2018 – Present

- Work with students weekly one-on-one to edit and revise cover letters and resumes

Student Information Session Presenter and Tour Guide-Admissions Office

February 2019 – Present

- Serve as a resource for prospective students interested in learning about the college

Kappa Alpha Theta-Alpha Beta Chapter

Chief Operating Officer

Swarthmore, PA

November 2018 – May 2019

- Chaired weekly membership development committee (MDC) meetings designed to support sisters
- Oversaw all risk management assessments in order to ensure compliance with school and chapter regulations

SKILLS & INTERESTS

Languages: Spanish (Advanced)

Interests: PADI certified Advanced Open-Water Scuba Diver with over 200 dives worldwide, USAT Triathlete-top five finisher in my age group every race, attended Sprint National Championships in August 2018, Swarthmore Women's Varsity Swimming 2018-2019, Student Alumni Relations Worker

Swarthmore Finance Alumni

Private Equity and Venture Capital

- | | |
|--|--|
| 1. Arjun Raghuraman '16 – <i>GTCR</i> | arjun.raghu@gtcr.com |
| 2. Tyler Zon '16 – <i>Great Hill</i> | tylerzon@yahoo.com |
| 3. Chun Hei Wong '15 – <i>Glade Brooke Capital</i> | chwong@gladebrookcapital.com |

Investment Banking

- | | |
|---|--|
| 1. Joe Corso '02 – <i>Stifel</i> | joseph.corso@gmail.com |
| 2. Goreleigh Willis '03 – <i>Cowen & Co</i> | goreleigh.willis@cowen.com |
| 3. Spencer Topf '14 – <i>Stephens (Prior)</i> | spencertopf@gmail.com |
| 4. Thomas Vernier '17 – <i>BNP Paribas</i> | thomasvernier@gmail.com |
| 5. Jaky Joseph '06 – <i>Bank of America Merrill Lynch</i> | jakyjeanjoseph@gmail.com |

Asset and Investment Management/Hedge Fund

- | | |
|--|--|
| 1. Ascanio Guarini '16 – <i>Bridgewater Associates</i> | ascanio.guarini@gmail.com |
| 2. Roy Walker '16 – <i>Hamilton Lane</i> | roywalker03@gmail.com |
| 3. Don Easley '94 – <i>T. Rowe Price</i> | donjeasley@yahoo.com |
| 4. Danny McMahon '15 – <i>T. Rowe Price</i> | Danny_McMahon@troweprice.com |
| 5. Eliana Cohen '17 – <i>BlackRock</i> | elianacohen145@gmail.com |

Sales & Trading and Quant Trading

- | | |
|---|--|
| 1. Charlie Sussman '05 – <i>Bank of America Merrill Lynch</i> | charles.sussman@baml.com |
| 2. Jake (Yang) Yi '17 – <i>IMC</i> | jake.yang.yi@gmail.com |
| 3. Yashi Kashyap '14 – <i>Goldman Sachs</i> | yashi.kashyap1@gmail.com |
| 4. Chris Murphy '04 – <i>SIG</i> | chrismurphy7@gmail.com |

Networking Tips

- ❖ **Be respectful of the time of our alumni!** Alumni are incredibly busy and are making time for you as a sign of support for Swarthmore. When you are unprofessional or fail to follow through on a contact, this reflects negatively not only on you but also on the College and can cause alumni to decline to support other students.
- ❖ If possible, meet contacts in person for coffee; if not, schedule phone calls with alumni. You can also use [LinkedIn](#) and the Swarthmore Alumni Directory to identify Swatties in finance.
- ❖ See the Career Services networking site for advice and resources.
- ❖ Ask alumni about their experience and be comfortable requesting advice on entering the industry.