

WHAT CAN I DO WITH MY ECONOMICS DEGREE?



Using the Major Sheet:

- Large headings indicate **industry** area and subheadings indicate **employers** within that area.
- Use the titles to search for careers and related careers in order to explore your options within different areas of industry. Note that some career titles have multiple names for similar positions.
- An asterisk (*) notes that additional training (certification, graduate school, high level of experience) may be needed in order to obtain this career. Make sure to thoroughly research career pathways.

SECURITIES

Brokerage Firms, Discount Brokerage Houses, Banks, Insurance Co., S.E.C.

- Commodity Analyst
- Commodity Broker
- Trader/Floor Broker
- Securities Analyst
- Securities Sale Representative
- Investigator
- Financial Analyst
- Stockbroker
- Cost Estimator

INSURANCE

- Claims Representative/Appraiser
- Service Representative
- Claims Adjustor
- Insurance Agent
- Field Representative
- Actuary
- Underwriter
- Insurance Broker
- Claims Investigator

BANKING

Commercial Banks, Savings and Loans, Credit Unions, Government

- Branch Manager
- Customer Service Representative
- Mortgage Banker/Officer
- Assistant Loan Officer
- Credit/Collections Manager
- New Accounts Representative
- Trust Officer
- Credit Analyst
- Collections Officer

INVESTMENT BANKING / CORPORATE FINANCE

- Stockbroker
- Market Research Analyst
- Securities Analyst
- Management Analyst
- Trader
- Junior Financial Analyst

MONEY MANAGEMENT

Pension Funds, Securities Firms, Banks

- Mutual Fund Analyst
- Credit Counselor
- Tax Planner
- Financial Planner/Advisor
- Hedge Fund Manager
- Researcher
- Portfolio Manager
- Corporate Credit Analyst
- Cost Accountant

PUBLIC POLICY

Policy Organizations (Issue-Oriented / Non-Profit / National Associations / Advocacy)

- Public Opinion Interviewer
- Membership Coordinator
- Meetings Coordinator
- Community/Field Organizer
- Program Developer/Coordinator
- Office Manager
- Project Manager
- Political Organizer
- Gov't Affairs Specialist

Research Organizations (Issue-Oriented / Non-Profit / National Associations)

- Project Assistant
- Research Associate

GOVERNMENT

Local, State and Federal Agencies - Legislative & Executive Branch, Intelligence

- Public Affairs Specialist
- Contract Administrator/Specialist
- Budget Analyst
- Congressional/Legislative Aide
- Court Appointed Special Advocate
- Research Analyst
- Peace Corps Worker
- Customs/Immigration Officer
- Economist
- Legislative Research Assistant
- Quality Assurance Specialist
- Intelligence Analyst
- Foreign Service Officer
- Researcher/Statistician
- Financial Assistant
- Program Evaluator
- Civil Rights Investigator
- Auditor

EDUCATION

High Schools, Colleges, Universities

- Teacher/Professor
- Admissions Counselor
- Researcher

SOCIAL SERVICES

Advocacy Groups, Non-Profits, Government, Hospitals

- Community Outreach Worker
- Eligibility Specialist
- Volunteer Coordinator
- Family Services Specialist
- Social Service Administrator
- Correctional Caseworker

HUMAN RESOURCES

Businesses, Non-Profits, Employment Agencies, Government Agencies

- Personnel/Human Resources Asst.
- Trainer and Development Manager
- Payroll Officer
- EEO/Affirmative Action Specialist
- Job Classification Specialist
- Interviewer
- Employee Relations Specialist
- Job Development Specialist
- Recruiter
- Labor Relations Specialist
- Benefits Administrator
- Placement Counselor

ADVERTISING / MARKETING/ PR / SALES

- Marketing Research Analyst
- Public Relations Specialist
- Market Forecaster
- Advertising Sales Agent
- Marketing Coordinator
- Copywriter
- Consumer Survey Supervisor
- Research Assistant
- Survey Researcher
- Sales Service Representative
- Corporate Communications Staff
- Operations Analyst

RETAIL / HOSPITALITY

- Assistant Buyer
- Store/Department Manager
- Food & Beverage Sales
- Operations Manager
- Event Planning/Sales
- Merchandising Manager

MANUFACTURING - PURCHASING & MATERIALS MANAGEMENT

- Operations Research Analyst
- Buyer
- Traffic Manager
- Inventory Manager
- Line Supervisor
- Production Manager
- Purchasing Agent
- Quality Assurance Manager

REAL ESTATE

- Property Manager
- Real Estate Analyst
- Appraiser
- Mortgage Broker
- Mortgage Banker
- Real Estate Agent

PUBLISHING

News/Trade Magazines, Newspapers, Financial Newsletters, Publishing Houses

- Book/Subscription Salesperson
- Assistant Editor
- Financial Journalist
- Reporter
- Technical Writer
- Circulation Personnel

Preparation for a Competitive Job Market:

- **Focus on transferable skill sets**, as you pursue a degree in Economics.
- **Obtain relevant internship, co-op, or volunteer experiences.**
- **Supplement Economics coursework with classes** that are **relevant** to your career.
- **Meet with a Career Specialist** to explore options, make decisions, and prepare for career choices.

Additional Career Center Resources:

- **Major Sheets (ECON, FIEC, MATH, POLI, PUBL):** <http://careers.umbc.edu/tools/major-sheets/>
- **Links by Major:** <http://careers2.umbc.edu/tools/links.php>
- **Vault:** <http://careers.umbc.edu/students/discover/explore-careers-majors/>

-Click on Vault Career Insider portal link and provide UMBC user ID and password

-Select "Guides" to view relevant guides such as:

"Vault Guide to the Top 50 Accounting Firms"

"Vault Guide to Accounting Jobs"

"Vault Career Guide to Investment Banking"

"Vault Guide to Finance Interview"

"Vault Guide to Banking and Financial Services Jobs"

"Vault Career Guide to Consulting"

• **Professional Associations:**

The National Association of Business Economics: <http://www.nabe.com/>

National Economic Association: <http://www.neaecon.org/>