

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

FIEC

INSURANCE

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

BANKING

Commercial Banks, Savings and Loans, Credit Unions, Government

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

INVESTMENT BANKING / CORPORATE FINANCE

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

MONEY MANAGEMENT

Pension Funds, Securities Firms, Banks

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

PUBLIC POLICY

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

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

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

- | | |
|---------------------|----------------------|
| • Project Assistant | • Research Associate |
|---------------------|----------------------|

ECON

GOVERNMENT

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

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

EDUCATION

High Schools, Colleges, Universities

- Teacher/Professor
- Admissions Counselor
- Researcher

ECON

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

FIEC

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

ECON

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/>