WHAT CAN I DO WITH MY ECONOMICS DEGREE?

SECURITIES
Brokerage Firms, Discount Brokerage Houses, Banks, Insurance Co., S.E.C.
= Commodity Analyst = Securities Analyst = Financial Analyst
= Commodity Broker = Securities Sale Rep. = Stockbroker
= Trader/Floor Broker = Investigator Trainee

INSURANCE
= Claims Representative/Examiner = Insurance Agent = Underwriter
= Service Representative = Field Representative = Insurance Broker
= Claims Adjudicator = Actuary

BANKING
Commercial Banks, Savings and Loans, Credit Unions, Government
= Branch Manager = Assistant Loan Officer = Trust Officer
= Customer Service Representative = Credit Analyst = Credit/Collections Manager
= Mortgage Banker/Officer = Collections Officer = New Accounts Representative

INVESTMENT BANKING / CORPORATE FINANCE
= Stockbroker = Securities Analyst = Trader
= Sales Representative = Ratings Agency Analyst = Junior Financial Analyst

MONEY MANAGEMENT
Pension Funds, Securities Firms, Banks
= Mutual Fund Analyst = Financial Planner/Advisor = Portfolio Manager
= Credit Counselor

PUBLIC POLICY
Policy Organizations (Issue-Oriented / Non-Profit / National Associations/Advocacy)
= Public Opinion Interviewer = Community/Field Organizer = Project Manager
= Membership Coordinator = Program Developer/Coord. = Political Organizer
= Meetings Coordinator = Office Manager = Gov’t Affairs Specialist

Research Organizations (Issue-Oriented / Non-Profit / National Associations)
= Project Assistant = Research Associate

GOVERNMENT
Local, State and Federal Agencies - Legislative and Executive Branch
= 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 Asst. = Program Evaluator
= Court Appointed Special Advocate = Quality Assurance Specialist = Economist
= Research Analyst = Civil Rights Investigator

EDUCATION
High Schools, Colleges, Universities
= Teacher = Admissions Counselor = Financial Aid Counselor

SOCIAL SERVICES
Advocacy Groups, Non-Profits, Government, Hospitals
= Community Outreach Worker = Recreation Specialist = Volunteer Coordinator
= Family Services Specialist = Social Service Administrator = Correctional Caseworker
= Eligibility Specialist
HUMAN RESOURCES
Businesses, Non-Profits, Employment Agencies, Government Agencies
≡ Personnel/Human Resources Asst. ≡ Trainer ≡ Payroll Officer
≡ EEO/Affirmative Action Specialist ≡ Recruiter ≡ Interviewer
≡ Employee Relations Specialist ≡ Job Development Specialist ≡ Job Classification Specialist
≡ Labor Relations Specialist ≡ Benefits Administrator ≡ Placement Counselor

ADVERTISING / MARKETING/ PR / SALES
≡ Marketing Research Analyst ≡ Public Relations Specialist ≡ Consumer Survey Supervisor
≡ Advertising Salesperson ≡ Marketing Coordinator ≡ Copywriter
≡ Market Forecaster ≡ Research Assistant ≡ Pollster
≡ Sales Service Representative ≡ Corp. Communications Staff

RETAIL / HOSPITALITY
≡ Assistant Buyer ≡ Store/Department Manager ≡ Food & Beverage Sales
≡ Operations Manager ≡ Event Planning/Sales ≡ Merchandising Manager

MANUFACTURING - PURCHASING & MATERIALS MGT.
≡ Operations Research Analyst ≡ Buyer ≡ Traffic Manager
≡ Inventory Manager ≡ Line Supervisor ≡ Production Manager
≡ Assistant Quality Assurance Manager ≡ Purchasing Agent

REAL ESTATE
≡ Property Manager ≡ Real Estate Analyst ≡ Facilities Manager
≡ Mortgage Broker ≡ Mortgage Banker ≡ Real Estate Agent
≡ Appraiser

PUBLISHING
News/Trade Magazines, Newspapers, Financial Newsletters, Publishing Houses
≡ Book/Subscription Salesperson ≡ Assistant Editor ≡ Financial Journalist
≡ Reporter ≡ Technical Writer ≡ Circulation Personnel
≡ Annual Report Editor

KEEP IN MIND...
This list is just a brief introduction to your career options - it is not a complete list! Also keep in mind that although these career fields are open to you as an economics major, you must take extra steps to prepare yourself for a competitive job market. It is important to:
(1) obtain relevant internship, co-op, or volunteer experience (see CC about their part-time, major-related job announcements; the Shriver Center about co-op, internship, and service opportunities; and Community Outreach about their volunteer programs) and
(2) supplement your economics course work with classes that would be relevant and beneficial to your chosen career field.

Make an appointment with a career advisor for suggestions on researching your career options, choosing a career field, and preparing for your chosen occupation.

ADDITIONAL RESOURCES
Internet sites: that allow you to explore career options for Economics degree:

Career Center: Books/Resources (MP 212)
Careers for Number Crunchers and Other Quantitative Types
The Vault Guide to Private Equity, European Edition
Financial Consulting

Professional Associations: The National Association of Business Economists (nabe.com) has a free publication detailing career options.

UMBC, Career Center, MP 212, 410-455-2216, careers@umbc.edu, careers.umbc.edu

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