

March 2026

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PAST EDITIONS

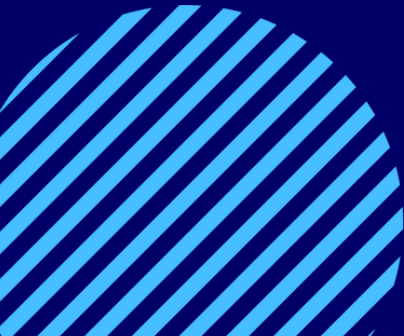
[February 2026](#)

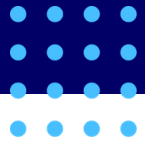
[December 2025](#)

[November 2025](#)

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WHAT THE SESSION WAS ABOUT

- A monthly IE Careers & Talent session focused on **finance career paths, market trends, and how to approach recruitment strategically** (especially with key events coming up).
- Quick attendee check-in (degree + graduation). One alum mentioned an internship ending early due to company restructuring and is now seeking full-time roles.

AGENDA AND KEY CONTENT COVERED

1) Finance landscape: how roles are structured

They outlined finance in **three broad “pillars”** and how roles sit across them:

- **Front office:** investment banking & corporate finance
- **Global markets:** sales & trading (fixed income, FX, commodities, derivatives, structured products)
- **Asset management & alternatives:** including wealth management, hedge funds, PE/VC

They also highlighted growing demand in **middle/back office** areas such as:

- **Risk management, compliance, fraud/KYC, operations, cybersecurity, and tech** roles inside financial institutions.

2) Sub-sectors IE focuses on (and why they matter)

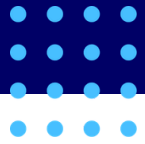
The team works by subsector coverage, including:

- Corporate finance & commercial banking
- Investment banking
- Private equity / venture capital / alternatives
- Real estate finance (noted as **growing and junior-friendly**, especially in Spain)
- Asset & wealth management
- Fintech & payments (Visa/AmEx/Mastercard-style ecosystem)
- Insurance & risk management (described as **growing, structured, and often less competitive than IB**)

3) Competencies employers expect (by path)

They mapped “core + business + future-ready” skills by subsector. Examples they emphasised:

- Investment banking: modelling/valuation; deal execution; client coordination; plus workflow optimisation using AI tools
- PE/VC: sourcing + diligence + value creation; strategy/KPIs; networking-heavy market



- **Investment banking:** modelling/valuation; deal execution; client coordination; plus workflow optimisation using AI tools
- **PE/VC:** sourcing + diligence + value creation; strategy/KPIs; networking-heavy market knowledge
- **Asset/wealth:** portfolio construction + analytics; client advisory; risk; ESG integration and digital client experience
- **Corporate finance/FP&A:** forecasting, budgeting, cash-flow strategy; business partnering; data visualisation/RPA
- **Risk:** credit/market/op risk, regulation, stress testing; quant skills and cyber-risk context
- **Fintech:** product knowledge (payments/lending/blockchain), compliance, UX alignment; understanding AI's impact
- **Compliance/regulatory:** governance, monitoring, risk mitigation; awareness of how tech changes regulation

4) “Stay current” as an interview advantage

They strongly recommended a daily habit of following financial news (e.g., major business/finance outlets), because:

- Interview questions often test market awareness
- It helps candidates understand **what roles are emerging** and how firms are changing

5) Emerging roles and hiring trends

Examples of “newer” roles mentioned:

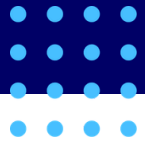
- AI governance-related roles
- Real-time financial data engineering
- Risk/model validation leadership
- Fintech product management
- ESG finance analyst roles (noted as fewer in number)

Hiring trend split:

- For **more experienced candidates (e.g., MBAs):** corporate finance/strategy, advisory/consulting, asset/portfolio management, fintech/digital finance
- For **junior candidates:** corporate banking and **insurance**, fintech/digital finance, accounting/commercial finance

6) Geography: where opportunities cluster

- **London & New York** remain dominant hubs overall



- For **fintech & VC in Europe**: Spain, France, Germany highlighted
- **Spain** noted as strong for **real estate finance**
- Switzerland and Luxembourg flagged as relevant for **asset management/PE**

OPPORTUNITIES AND EVENTS (KEY DATES)

They referenced examples of roles posted (and the point that relationships with HR exist for several companies), plus key events:

- **Career Forum: 24 March** (finance + consulting and some other sectors)
- **FinTech Day: 20 May** (fintech-focused networking/recruitment)
- Other spring events were mentioned (e.g., firm events around mid-March), plus recurring autumn events (e.g., asset management day / career activities later in the year)

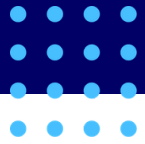
Practical guidance: how to approach recruitment (especially Career Forum)

Bea's and Raquel's advice was very actionable:

- Treat Career Forum like a **mini-interview**, not a casual chat
- Prepare by researching:
 - each firm attending
 - roles on IE's career portal **and** roles in other geographies (not just Spain)
- Use the event to create momentum:
 - ask targeted questions
 - connect on LinkedIn during/after
 - leverage recruiters/managers/alumni present to get warm introductions
- Internship timing:
 - **Summer internships**: typically published **from late Aug/Sept** (apply early—months in advance)
 - **Off-cycle internships**: can appear any time, often **after January** (less structured, depends on immediate team needs)

SUGGESTED NEXT STEPS (FOR ATTENDEES)

- Update your CV with **role-relevant keywords** from the skills framework (they'll share the slides via advisors).
- Make a short target list (e.g., **IB vs risk vs fintech product vs insurance**) and tailor applications accordingly.
- For **24 March Career Forum**: pick 5–8 firms, prepare 3 smart questions each, and plan follow-up messages the same day.



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FINANCE LANDSCAPE: PILLARS, SUB-VERTICALS, AND WHAT SKILLS MATTER

The “3 pillars” of finance

- **Investment banking / Corporate finance**
 - Starts with **accounting** → **forecasting** (P&L / balance sheet)
 - IB focus: **financial modeling** (Excel), **valuation**, **transaction structuring** (IPO, M&A, equity/debt raising)
- **Global markets (Sales & Trading & Research)**
 - Products: **fixed income**, **FX**, **commodities**, **derivatives**
 - Tools/infra: **Bloomberg/Reuters**, **exchanges**, **front-to-back operations**
 - Emphasis on **speed**, **quantitative thinking**, **tech**, **stress management**
- **Asset management**
 - Managing other people’s money for returns (5–10x examples mentioned)
 - **Liquid** → pension funds; **derivatives** → hedge funds; **illiquid** → VC/PE/private credit; **ultra-wealth** → private banking/wealth management
 - Skills vary:
 - **PE ≈ investment banking**
 - **Wealth management = commercial/client-facing**
 - **Portfolio management ≈ markets/research**

The “8 sub-verticals” the team covers

- Corporate/commercial banking & corporate finance
- Investment banking + PE/VC/alternatives + real estate
- Global markets (S&T)
- Asset management
- Wealth management
- Fintech/payments
- Insurance
- Risk management

MARKET UPDATE: WHAT’S HAPPENING NOW

Overall outlook

- Javier’s message: **2026 outlook is strong** for:
 - **Investment banking** (M&A / ECM / DCM activity)



- **Trading** (volatility: tariffs, geopolitical shocks, macro uncertainty)
- Alternatives (gold/silver/Bitcoin mentioned)

The “cloud”: AI and junior hiring

- Cited concern (WSJ mentioned): **tougher entry market for new grads due to AI**
- Key framing: **You won’t be replaced by AI; you’ll compete with people who use AI better.**
- AI is **disrupting even “traditional” areas** like:
 - PowerPoint creation
 - Financial modeling
- Despite the AI anxiety: message was **banks are still hiring many juniors** via grad programs and internships.

Roles growing fastest

- **AI / data / analytics**
- **Risk & compliance**
- **ESG / climate** (still relevant)

RECRUITING STRATEGY AND TIMING (VERY PRACTICAL)

Best entry path (juniors)

- **Spring week (early) → summer internship → graduate offer**
- “Hot season” for finance recruiting highlighted as roughly **Aug/Sept → Nov**

For MBAs / experienced hires

- **Finance internships are scarce** (especially in Spain/Europe)
- More realistic paths:
 - **Networking-heavy off-cycle roles**
 - **Fintech / payments / corporate finance**
 - **IB/PE** mainly if **prior relevant experience** exists

Certifications and training mentioned

- **CFA** (general finance)
- **CAIA** (alternatives)
- **ESG-related credentials**
- **MOS** (Microsoft Excel certification)
- Training providers/platforms mentioned:
 - **CFI (Corporate Finance Institute)**
 - **Wall Street Prep**
 - **Coursera** (SQL/Python/Excel, etc.)



- A internships/programs portal: “**Tracker / The Track**” (formerly Bristol Tracker; they referenced it as useful for finding programs)

OPPORTUNITIES & EMPLOYER PARTNERSHIPS (HOW IE TALENT & CAREERS HELPS)

Where roles were showing up (examples mentioned)

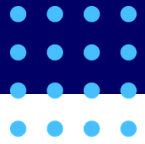
- Ongoing hiring areas called “sweet spots”:
 - **Fintech / payments**
 - **Venture capital**
 - **Corporate banking**
- Examples mentioned (illustrative): Santander-related payments entity, Revolut, Visa, etc.
- Note: they emphasized **Career Portal + newsletter** are the single source of truth; students should **set alerts** and apply quickly.

Partnerships in progress / active (examples)

- They described employer partnership deals that can include:
 - **Exclusive job postings**
 - Masterclasses
 - Challenges
 - Mentorship
 - Office visits / networking
- Companies mentioned included: **State Street, Allianz**, and discussions with others (Citi/BlackRock mentioned as “about to sign something”), plus Middle East partnerships (Riyadh).

EVENTS YOU SHOULD ATTEND (NETWORKING IS THE MULTIPLIER)

- Core message: **show up, network, be visible.**
- **Highlighted events (with dates mentioned in the call):**
 - **Feb 25:** Club-run session with **Société Générale global co-head of M&A** (via Finance/Capital Markets Club)
 - **Feb 26:** Online presentation with **Admiral Group recruitment team** (MBA-focused program; visa sponsorship mentioned; start around **Sept 2026** with flexibility)
 - **Mar 24:** **Careers Forum** (19 companies; booths + HR + business reps)
 - **Apr 22** (they referenced April dates close together): **Private Equity Day**
 - **May 20:** **FinTech Day**



- Plus: a **Revolut alumni in-person event** in Madrid was being organized (4–5 alumni expected)
- Extra: Javier also mentioned a **networking session “tomorrow at 4pm”** at IE (Aula Magna / María de Molina), featuring alumni from Revolut + VC + IB + Morningstar, etc.

Q&A HIGHLIGHTS (WHAT STUDENTS ASKED + ANSWERS)

Q1: “Are there MBA finance internships in Spain (BBVA, Santander)?”

- Answer: **Very few.**
 - BBVA had one before but reportedly stopped ~2 years ago.
 - Some MBA internships exist but are **rare** and often **US-based** (examples mentioned: JP Morgan / Goldman in the US).
 - Better bet: **insurance graduate programs, boutique PE/RE/VC, and off-cycle internships found via networking.**
- Team said they were preparing a **list of internships/graduate/associate programs** to publish soon.

Q2: “Moving from sell-side equity research (biotech/pharma) to buy-side”

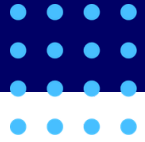
- Advice: **Your niche is a strength—target funds that match your sector expertise.**
- Buy-side roles are often “below the radar” → **networking is essential**
- Location matters: **Madrid/Spain can be more local** (Spanish language + visa can be hurdles; smaller teams → fewer openings)

Q3: “Moving from sell-side equity research (biotech/pharma) to buy-side”

- Advice: Don’t discard FP&A—**CFO track can be powerful** and can include M&A/project finance/capital markets exposure in multinationals.
- Pivot to IB/PE is **hard but not impossible**, especially with:
 - stronger **modeling/valuation**
 - heavy **networking**
 - leveraging diversity initiatives (they explicitly encouraged “play that card” for women in finance)
- Middle East: they noted IE/Talented Careers is building presence (UAE/Saudi) and relationships; suggested **staying tuned to portal/newsletters.**

REPEATED “GOLDEN RULES” FROM THE TEAM

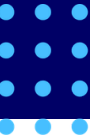
- **Career Portal + newsletter:** set alerts, apply fast; don’t wait to be “handed” internships.
- **AI proficiency is becoming interview-relevant** (tools like ChatGPT/Gemini/NotebookLM/Claude were mentioned).



- **Networking is non-negotiable**, especially for:
 - buy-side
 - boutique firms
 - off-cycle internships
 - niche roles
- **Use clubs** (Finance/Capital Markets, PE, etc.) to build skills + access + community.

✓ **Action checklist** (what to do this week)

- Set up **alerts** on the Career Portal + read the newsletter end-to-end.
- Pick your target track and build proof:
 - IB/PE → **modeling + valuation reps + Excel cert (optional)**
 - Markets/AM → **macro + portfolio analytics + risk framing**
 - Fintech → **data/AI + product/strategy mindset**
- Register for the **Feb 25 / Feb 26** sessions (and any campus networking event mentioned).
- Schedule **5-10 informational chats** with alumni in your niche (especially if targeting buy-side / boutique).



OVERVIEW OF THE SESSION

The Finance Insights Session provided an in-depth explanation of the current finance recruitment landscape, the skills in demand across financial sectors, and the strategies students should adopt during the winter break to maximize career opportunities.

CLARIFYING YOUR FINANCE PATH

Students were encouraged to identify the specific verticals within finance that best match their interests and professional aspirations. Key areas discussed included:

- Investment Banking
- Consulting roles within financial institutions
- Global Markets (Sales & Trading)
- Asset Management & Wealth Management
- Private Equity, Venture Capital & Alternative Investments
- Fintech, Digital Banking, Payments, & Sustainability-focused Finance

Understanding these paths helps tailor applications, interview preparation, and networking efforts.

WINTER BREAK PREPARATION STRATEGY

Students were strongly advised to balance rest with productive career preparation. Recommended actions:

- Complete online certifications (financial modeling, valuation, accounting refreshers).
- Enroll in virtual externships on platforms like Forage (free) or Paragon One (paid).
- Prepare for interview rounds using materials provided by CDAs and IE faculty.
- Update CVs, LinkedIn profiles, and gather referrals where appropriate.
- Engage in structured networking—especially with IE alumni across top financial institutions.
- Stay informed daily through financial news (FT, Bloomberg, WSJ).

ESSENTIAL TECHNICAL & SOFT SKILLS FOR FINANCE

In line with industry expectations, students should strengthen:

- Excel proficiency, advanced formulas, and financial modeling
- PowerPoint and presentation structuring
- Accounting foundations
- Company valuation techniques (DCF, comparables, transaction comps)
- Analytical and detail-oriented thinking

- Communication and interpersonal effectiveness
- Consistent awareness of market trends, deals, and global economic movements

2025 MARKET OUTLOOK & TRENDS

The speakers highlighted several macro insights:

- Artificial intelligence continues to influence market performance and job roles.
- Market volatility experienced in past years is expected to normalize.
- US equities remain strong, supported by robust corporate earnings.
- Fixed income markets show increasing stability.
- AI adoption across institutions is shaping hiring trends, particularly in risk, trading, and fintech.

JUNIOR FINANCE POSITIONS BREAKDOWN

Students were guided through the most common entry points:

- Summer Internships – highly competitive; applications open Sept–Nov.
- Off-Cycle Internships – available throughout the year.
- Analyst roles – full-time entry-level opportunities.
- Spring Weeks – for earlier-year students.

Understanding deadlines and cycles is crucial in finance recruiting, as late applications may not be considered.

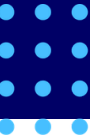
17 JOB OFFERS & OPPORTUNITIES MENTIONED IN THE SESSION

The following opportunities were highlighted:

- Deutsche Bank Graduate Program
- BlackRock Graduate Program – 2026 intake
- Santander Corporate & Investment Banking (CIB) Graduate Program – 12 months, starting September next year
- Santander CIB Summer Internship 2026 – Global Transaction Banking, 8–10 weeks, starting June

Additional opportunities were discussed from institutions such as:

- Bank of America
- Citi
- Barclays
- JPMorgan
- Morgan Stanley



Most of these are available through the UK Finance Tracker and European Finance Tracker resources.

JOB SEARCH TOOLS & PORTALS

The presenters emphasized:

- UK Finance Tracker – consolidates internships, graduate roles, and deadlines.
- Europe Finance Tracker – similar tool for EU-based opportunities.
- IE Career Portal (Simplicity) – frequently updated with employer-specific postings.
- Company career pages – essential for roles not exclusively promoted through IE.

FINANCE EMPLOYERS LANDSCAPE

A structured view of the main categories of employers:

Investment Banks: Goldman Sachs, Morgan Stanley, UBS, Deutsche Bank, JP Morgan.

Corporate & Transaction Banking: American Express, BNP Paribas, HSBC.

Asset & Investment Management: BlackRock, Fidelity, Vanguard.

Private Equity & VC: KKR, Blackstone, Apax Partners, General Atlantic.

Fintech & Digital Finance: Revolut, Klarna, Clarity AI, Payments firms.

Other Financial Institutions: Central banks, rating agencies (S&P, Moody's), Bloomberg, FactSet.

RECRUITMENT TIMELINE

A key section of the session outlined typical timelines:

- Investment Banking: Applications open September–November.
- Interviews: December–January.
- Offers released: February–March.

Students must plan backwards to ensure readiness for early deadlines.

IE FINANCE EVENTS (IMPORTANT FOR NETWORKING)

Important IE-organized events highlighted:

- Investment Banking Day (September)
- Asset Management Day (October)

- Fintech Day – Winter and Spring editions
- Private Equity Day (May)
- Real Estate Day
- IE Career Forum (Next edition: March 23–24)

These events bring company representatives, recruiters, and live openings to campus.

ROLE OF CAREER DEVELOPMENT ADVISORS (CDAS)

CDAs help students refine their applications, access recruiter insights, and, in special cases, forward profiles to companies searching for top candidates. Students were encouraged to stay in regular contact with their assigned CDA.

FINAL RECOMMENDATIONS

Strengthen their technical skills.

- Complete meaningful certifications.
- Prepare for interviews.
- Continue consistent applications.
- Expand networking efforts.

Even 1–2 hours per day can significantly improve readiness and competitiveness in finance recruitment.

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 **SPEAKERS**

- **Rodrigo Hurtado (Professor Rod)** – Investment Banking, Asset & Wealth Management
- **Beatriz (Bea) Torres** – Global & Regional Markets
- **Guest Support:** Gisela Martín and Career Development Advisors (CDAs)

 **OVERVIEW OF THE FINANCE SECTOR**

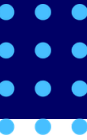
- Rodrigo and Bea opened the session, welcoming students and explaining that these “Finance Touchpoints” aim to connect students with real opportunities in the finance sector.
- The first sessions focused on understanding the pillars of finance — *Investment Banking, Global Markets, Asset Management, and Wealth Management*.
- The focus of this session: current job opportunities, application timing, and how to prepare effectively.

 **MARKET OVERVIEW AND HIRING CYCLES**

- Current hiring season:
 - Summer internship applications (for 2026) are already underway.
 - Upcoming: Off-cycle and full-time roles open between January and March 2025.
- Job posting platforms:
 - Alternity, CareerPortal, and later 12Twenty (1220).
 - Weekly newsletters highlight only 2–3 top offers; the rest are posted online.
- Recent updates:
 - Rothschild and Banco de Crédito del Perú are actively recruiting.
 - Competition remains high due to global shifts—many candidates are now applying to London instead of the US.

 **KEY ADVICE FROM RODRIGO**

- Stay alert: Check portals and newsletters weekly to avoid missing opportunities.
- Skills matter: GPA and previous experience count heavily.
- Strengthen:
 - Excel, PowerPoint, and Financial Modeling
 - Familiarity with Bloomberg, FactSet, PitchBook
 - Use AI tools to assist financial modeling and market updates.
- Market awareness: Read daily financial press (FT, NYT, etc.), or use ChatGPT to get a news digest.



CAREER PATHWAYS IN FINANCE

- Bachelor students:
 - *Spring Weeks* (2-week programs) → *Summer Internships* → *Off-cycle internships* → *Full-time roles*.
 - Apply early — spring weeks are for 1st–2nd-year students.
- Master students:
 - Focus on summer and off-cycle internships, or analyst programs.
 - Examples: Deutsche Bank, BlackRock, Pictet, and other global players still recruiting.
- Eligibility: Always check graduation dates and language requirements (Arabic for Riyadh, German for Germany, etc.).

TOOLS AND RESOURCES

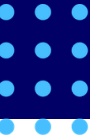
- **UK & EU Finance Trackers:** allow students to monitor live openings by company and role.
- **Career Portals:**
 - 1220 (new platform): will replace CareerPortal by December 2025.
 - CareerNomics: another useful site for internships and graduate programs.
- **Recommendation:** Dedicate at least 4 hours per week to review offers, update your applications, and check trackers.

UPCOMING EVENTS

- Training & Networking Sessions:
 - Greenhill DCF training (completed)
 - Nomura training (upcoming)
 - CAPS training (early 2026)
 - Lombardier and BlackRock training events planned for Q1 2026 (BlackRock aims to offer official certification)
- FinTech Day – November 13 Organized by Raquel Mediavilla. Over 150 students already registered. Companies attending: Santander, Revolut, Clarity, and others. → Excellent networking opportunity, even for non-fintech students.

NETWORKING TIPS FROM BEA

- Networking is an ongoing process, not just a one-day event.
- Use events to build personal connections with recruiters.
- Follow up with professionals you meet—relationships often lead to opportunities.



Q&A HIGHLIGHTS

Q1: Breaking into Private Equity

- Entry-level PE roles are rare; firms usually require 2–3 years of experience (typically in investment banking).
- Some junior analyst roles exist—networking helps.
- Consider IB first, then move to PE.

Q2: Preparing for M&A Interviews

- Research the firm’s recent deals and understand the type and structure of those transactions.
- University provides databases and resources—ask your CDA for access.
- Bea and Gisela can share prep materials and sample links.

Q3: Experience Before a Master’s

- Bea’s opinion: Having 1–2 years of professional experience before starting a master’s program allows students to benefit more.
- However, direct entry is also valid, especially for Master in Management or Finance.

Q4: Access to Bloomberg Terminal

- Bloomberg terminals are located in Velázquez campus.
- Master’s students have automatic access; bachelor students can request access through their academic program.
- Bloomberg certification remains open to all students.

Q5: Platforms - CareerPortal vs 12Twenty

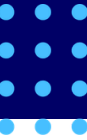
- CareerPortal will close at the end of December 2025.
- All companies are being moved to 12Twenty.
- Update your CV and information on both platforms.
- 12Twenty will include company research tools and market insights.

CLOSING REMARKS

- Slides and recording will be shared with participants.
- Future touchpoints will be face-to-face (Velázquez campus), but most 2026 sessions will move online for convenience.
- The next session will take place in early December 2025.
- Rodrigo thanked everyone and noted that additional updates will come after his London meetings with private equity and asset management partners.

✓ KEY TAKEAWAYS

1. **Stay proactive** – check job trackers and portals weekly.
2. **Develop technical & analytical skills** (modeling, Bloomberg, AI tools).
3. **Engage in events and network** — every contact counts.
4. **Leverage school resources** (career portals, CDAs, and company events).
5. **Plan your path early** — whether IB, Markets, PE, or FinTech.



PURPOSE OF THE SESSION

- To introduce the **upcoming Finance Career Forum** (taking place next Tuesday at the IE Tower).
- To provide an overview of **finance career paths, recruitment timelines, and key advice** for students seeking internships or entry-level roles.

OVERVIEW OF THE FINANCE SECTOR

- Finance comprises **three main pillars**:
 - **Investment Banking**
 - **Global Markets**
 - **Asset Management**
- **Trends**: Digital finance, sustainability, and impact investing.
- **Characteristics**: Highly competitive, stressful, but well-paid. Career progression is structured (Analyst → Associate → VP → Director → MD).

KEY CHALLENGES IN FINANCE

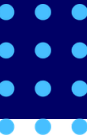
- High stress levels and long hours (especially in investment banking).
- Strict compliance and regulation.
- Market volatility and uncertainty.
- Work–life balance can be limited.

DESIRED STUDENT PROFILE

- **Strong academic performance (GPA).**
- **Languages**: English mandatory; local language (e.g., Spanish, French, Italian) is often required for local roles.
- **Technical skills**: Excel, PowerPoint, financial modeling, valuation, and possibly Python.
- **Soft skills**: Analytical mindset, communication, resilience, teamwork.
- **Certifications (optional but valuable)**: CFA, CAIA, or similar for advanced specialization.
- **Passion for finance**: Stay updated by reading financial news daily.

RECRUITMENT TIMELINES

- **High season**: August–October (banks open internship applications for the next summer).
- **Interviews**: December–January.



RECRUITMENT TIMELINES

- **Off-cycle internships:** Available year-round, especially after annual bonuses (February).
- **Spring Weeks:** For undergraduate or early-stage students.

KEY FINANCE EVENTS

- **Investment Banking Day** (September)
- **Asset Management Day** (October)
- **FinTech Day:** November 13
- **Private Equity Day:** Later in the year
- **Career Forum:** October — *main networking event for juniors*

CAREER FORUM (NEXT WEEK)

- Held over two days:
 - **Day 1:** Tech & Diversified Industries
 - **Day 2:** Consulting & Finance (students should attend this one)
- **Participating companies include:** Santander, BBVA, BNP Paribas, Intesa Sanpaolo, Banco de Crédito del Perú, Plug and Play, Allianz, AXA, Aon, Sanitas, and others.
- **Opportunities:** Graduate programs, internships, and direct interviews.
- **Advice:**
 - Do your **homework:** research each company and its open roles.
 - Bring questions and show genuine interest.
 - Use **LinkedIn** and the **IE Alumni network** for networking.
 - Prepare an **elevator pitch** and connect with recruiters post-event.

CAREER ADVICE AND Q&A HIGHLIGHTS

- **Start small if needed:** Medium-sized firms or boutiques (e.g., Crowe, Alantra, Abante) offer excellent learning opportunities.
- **Private Equity / Hedge Funds:** Usually require prior experience (2–3 years). Start in investment banking, asset management, or consulting first.
- **Global Markets:** Common path toward hedge funds; focus on trading, fixed income, or portfolio management.
- **Internship strategy:** Even short-term roles (summer, off-cycle) are valuable to build experience.
- **Networking:** Mention meetings with recruiters in your cover letters.
- **Stay a full year** in your first job before deciding to move.

✓ NEXT STEPS FOR STUDENTS

1. Attend the **Career Forum** and engage with recruiters.
2. Subscribe and read the **Finance Newsletter (every Wednesday)**.
3. Check **iConnect** and the **Career Portal** regularly for openings.
4. Reach out to your **career advisors** (Paloma, Deborah, Elisa, María) for tailored guidance.
5. Continue networking through events, LinkedIn, and alumni connections.

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The meeting was led by **Rodrigo Hurtado**, who opened the session by welcoming participants and briefly introducing his professional background.

Rodrigo emphasized that this session was intended to be **introductory and concise**, serving as a starting point for the *Sector Insights series*. The aim was not to dive deeply into technical detail, but rather to establish a broad understanding of what finance is, the key areas it encompasses, and why it matters both in theory and in practice.

As part of the context-setting, Rodrigo highlighted **upcoming flagship events** within the program. He mentioned the *Asset Management Day* as a cornerstone event for finance students, offering direct exposure to professionals and practices in the sector. He also referenced another major initiative, the *Harry Firm* event, which connects finance with other industries and provides students with further opportunities to learn from real-world examples. These events, he noted, are designed to reinforce classroom learning with direct industry engagement.

Moving into content, Rodrigo provided a **high-level overview of finance**. He described the key pillars that form the foundation of the field—such as corporate finance, capital markets, and investment management—emphasizing that these are not abstract concepts but rather tools that companies and investors use to make strategic decisions.

He then turned to the **current market environment**, pointing out some of the big trends shaping the financial landscape today. In particular, he highlighted the recovery of mergers and acquisitions activity as an indicator of renewed momentum in global markets. By referencing these developments, Rodrigo illustrated how financial theory connects directly to ongoing industry dynamics.

Throughout the session, Rodrigo stressed the importance of **applying concepts to real companies and sectors**. He encouraged students not only to understand finance in the classroom but also to actively follow the news, engage with case studies, and connect academic learning with professional realities. This, he argued, is what makes finance education relevant and impactful.

The meeting closed on a forward-looking note, framing *Sector Insights* as an ongoing journey. Rodrigo underlined that the goal of this series is twofold: to provide students with solid foundations in finance and to prepare them for **career opportunities** by equipping them with the mindset and skills needed to succeed in the industry.