

March 2026

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PAST EDITIONS

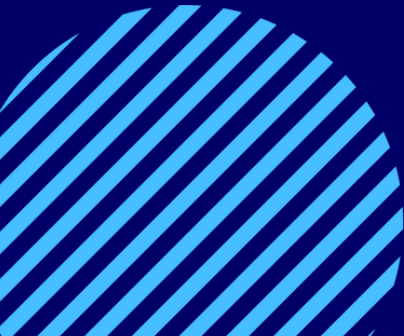
[February 2026](#)

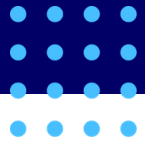
[December 2025](#)

[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)

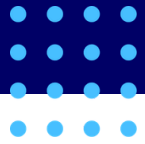
The team works by subsector coverage, including:

- 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:

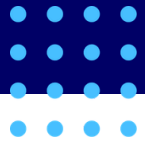
- AI governance-related roles
- Real-time financial data engineering
- Risk/model validation leadership
- Fintech product management
- ESG finance analyst roles (noted as fewer in number)

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)

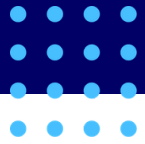
Practical guidance: how to approach recruitment (especially Career Forum)

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)

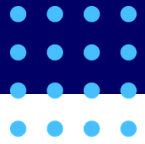
- Ongoing hiring areas called “sweet spots”:
 - **Fintech / payments**
 - **Venture capital**
 - **Corporate banking**
- Examples mentioned (illustrative): Santander-related payments entity, Revolut, Visa, etc.
- Note: they emphasized **Career Portal + newsletter** are the single source of truth; students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

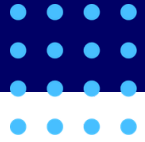
- Advice: **Your niche is a strength—target funds that match your sector expertise.**
- Buy-side roles are often “below the radar” → **networking is essential**
- Location matters: **Madrid/Spain can be more local** (Spanish language + visa can be hurdles; smaller teams → fewer openings)

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

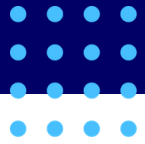
- **Career Portal + newsletter:** set alerts, apply fast; don’t wait to be “handed” internships.
- **AI proficiency is becoming interview-relevant** (tools like ChatGPT/Gemini/NotebookLM/Claude were mentioned).



- **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).



Top Trends & Pillars

- Three Finance Pillars
 - Investment Banking & Global Markets – Sales, Trading, Research, ECM, IPO, DCM, Structured Products, M&A.
 - Asset & Wealth Management – Hedge Funds, Pension Funds, Private Banking, Family Offices.
 - Private Equity, VC & Alternatives – Private Debt, Direct Lending, Infra Funds, Search Funds.
- Two Major Trends:
 - Sustainability & Impact (ESG, PRI, UN SDGs) – Growing importance despite greenwashing risks.
 - Tech Integration – AI, FinTech, Payments, Neobanks, Digital Finance

Emerging Areas:

- FinTech & Payments – Neobanks, lending platforms, payment systems.
- Insurance & Risk Management – Credit scoring, asset pricing, data science roles.
- Real Estate Finance – REITs, consulting, investment strategies.

Action Points for Candidates:

- Build expertise in quantitative methods, financial products, and tech-driven finance.
- Network actively with alumni and industry professionals.
- Explore roles beyond traditional banking: consulting within finance, digital finance, and impact investing.

KEY TAKEAWAYS

Job Search Strategy:

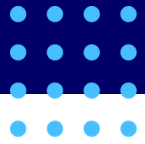
- Focus on niche expertise but broaden scope to related companies.
- First role may not be the dream job; prioritize staying in the target country and building a network.
- Visa can be an obstacle—plan accordingly.

Networking Importance:

- Proactive outreach is valued—connect with alumni and hiring managers on LinkedIn.
- Attend regional sessions (e.g., LATAM Advising Sessions) for market-specific insights.
- Use IE's global alumni network and physical offices worldwide for connections.

Hidden Job Market:

- Many roles are not publicly posted; networking and referrals are key.
- Engage in informational conversations to learn about companies and opportunities.



UPCOMING FINANCE EVENTS (2026)

- January 26: Nomura – Investment Banking & Corporate Finance.
- Visa MBA Internship Program: Applications open for 2026 (global opportunities).
- February: Allianz – Major event at IE; global vacancies (CEO Spain is IE alumni).
- BlackRock: Event planned (date TBD).
- MasterCard: Consulting-focused event (likely online), relevant for finance + tech profiles.



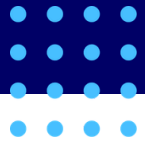
COMPANIES MENTIONED

- Nomura – Investment Banking.
- Visa – MBA internships globally.
- Allianz – Insurance, global roles for juniors and seniors.
- BlackRock – Asset Management.
- MasterCard – Consulting and technology roles.
- Others for corporate finance: Siemens, Airbus, Novartis, Nike.
- LATAM contacts: Banco Crédito de Perú, Bancolombia, plus regional firms via Adriana Amador.



NETWORKING & JOB APPLICATION TIPS

- Build a target list of companies and identify contacts inside.
- Leverage alumni network for referrals and insights.
- Be proactive but professional: Example outreach – “I see your company is working on exciting projects; I’d love to learn more.”
- Explore regional advising sessions for LATAM and global opportunities.
- Use IE’s career team connections for introductions when needed.



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The finance landscape remains rooted in three major pillars: Investment Banking & Corporate Finance, Global Markets & Sales & Trading, and Asset Management. Emerging verticals like Fintech, Sustainability, and Digital Finance are reshaping traditional pathways and demanding greater agility from professionals.

At IE, sector specialists in the careers team cover each vertical, acting as the bridge between talent and top-tier institutions. This includes liaising with firms, bringing them to campus, and showcasing opportunities to both students and alumni.

 **WHAT COMPANIES LOOK FOR**

- Experience in finance is king—particularly for MBA and master's students with prior exposure.
- Certifications like CFA or CAIA add credibility.
- Technical skills: Financial modeling, valuation, accounting, market and risk analysis.
- Business acumen: Strategic thinking, deal execution, and client management for client-facing roles.
- Future-proof competencies: Digital fluency, ESG knowledge, data-driven thinking, and familiarity with AI-regulated environments.

 **FINANCE SECTOR COMPETENCY MATRIX (SUMMARY)**

Investment Banking

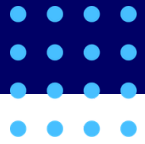
- **Core:** Modeling & valuation · transaction structuring · market analysis
- **Business:** Deal execution · client management · cross-border coordination
- **Future-Ready:** Workflow automation · data-driven pitches

Private Equity / Venture Capital

- **Core:** Deal sourcing · due diligence · value creation
- **Business:** Strategic transformation · exit strategy · KPI governance
- **Future-Ready:** Data-powered sourcing · sector tech fluency

Asset & Wealth Management

- **Core:** Portfolio construction · performance analytics · macro strategy
- **Business:** Client advisory · product development · fiduciary risk
- **Future-Ready:** ESG integration · digital client experience



Corporate Finance / FP&A

- **Core:** Forecasting · budgeting · cash-flow strategy
- **Business:** Business partnering · cost optimization · executive reporting
- **Future-Ready:** RPA · enterprise-scale data visualization

Risk Management

- **Core:** Credit/market/operational risk · regulation · stress testing
- **Business:** Controls enhancement · capital efficiency
- **Future-Ready:** Quant skills · cyber-risk context

FinTech

- **Core:** Product knowledge · payments/lending/blockchain · analytics
- **Business:** Growth marketing · UX alignment · compliance-by-design
- **Future-Ready:** AI integration · embedded finance

Treasury

- **Core:** Liquidity · funding · FX & interest-rate management
- **Business:** Capital structure · bank relationship oversight
- **Future-Ready:** Treasury system modernization

Compliance & Regulatory

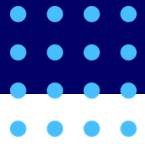
- **Core:** Regulatory interpretation · monitoring · governance
- **Business:** Risk mitigation · policy alignment
- **Future-Ready:** RegTech adoption

BRIEF SUMMARY

- **Investment Banking:** Strong modeling & valuation + cross-border deal exposure + automation awareness.
- **Private Equity/Venture Capital:** Deal sourcing, value creation, KPI-driven exit strategies + tech fluency.
- **Asset & Wealth Management:** Portfolio analytics, product innovation + ESG and digital client experience.
- **Fintech:** Deep product knowledge, growth mindset + AI and embedded finance savvy.

17 RECRUITMENT CALENDAR & EVENTS

- Peak recruitment: August–December (graduate programs, internships).
- Following that, full-time and off-cycle roles open from January onward.
- Signature events like Investment Banking Day, Private Equity Day, and FinTech Day provide direct access to recruiters.



- Next key events include Nomura’s Investment Banking session on Nov 25, and a BlackRock event (date pending), plus MBAT Talent Day and the Careers Forum in March.

ACTIVE OPPORTUNITIES

The career portals (Simplicity and 12Twenty) are updated in real-time with roles across:

- Venture Capital (e.g., Acurio Ventures)
- Private Equity (e.g., Bridgepoint, Free Hills Capital Partners)
- Search Funds (e.g., Venu Capital, Nova Stone)
- Family Offices (e.g., Pereira Advisory)
- Real Estate (e.g., Rock360)
- Fintech (e.g., MBAT, Revolut)

For senior profiles, many roles target MBAs with 4–7+ years of experience. Candidates are encouraged to apply via both the IE portals and directly on company sites for broader visibility.

KEY ADVICE

- **Stay informed:** subscribe to news platforms like Financial Times and Bloomberg.
- **Leverage advisors:** they can provide direct links, guidance, and referrals.
- **Cast a wide net:** explore company websites and LinkedIn beyond the roles posted in IE's portal.
- **Senior candidates who prosper in today’s finance landscape combine traditional expertise with modern fluency in digital tools, regulatory changes, and industry innovation. Leverage IE’s advisory network, keep your toolkit sharp, and be proactive across both school platforms and direct applications.**



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FINANCE PILLARS & WHERE AI FITS

- **IB & CorpFin:** Past/present/future measurement + advisory (M&A, ECM/DCM). AI now helps with **decks, pitches, research, and increasingly modeling/forecasting**. Detail-oriented, heavy number-crunching profiles.
- **Global Markets:** Sales/trading/research across FICC & equities; high tech/data intensity; **quant** roles (e.g., XTX, Susquehanna, Virtu) are hot, London competitive.
- **Asset/Wealth/Alternatives:** Liquid AM, wealth management, hedge funds; illiquid **PE/PC/VC/RE** on the buy side. Sustainable finance shows up as **green/ESG bonds, impact funds**. Fintech is “everywhere.”

MARKET UPDATE (LAST ~2 WEEKS, PER SPEAKER)

- Trading stayed strong; **deal activity has “woken up.”** IB fee pools at large banks the best since 2021.
- **AI-related megadeals** (OpenAI/NVIDIA + ecosystem) buoy sentiment; deregulation boosting bank lending capacity.
- Europe M&A **catching up** after US-led surge.
- **Caveat:** AI is compressing junior tasks; the competitive edge is **being the human who uses AI best**, not avoiding it.

IE CAREERS STRATEGY & CALENDAR (HIGH-LEVEL)

- Strengthening partnerships: State Street IM (MOU), Citi, Bloomberg, BlackRock, Goldman, etc.
- More **recruiting events** (MBA Talent Days, Career Forums) and **on-site presence** (New York, Riyadh, Germany, Switzerland, LatAm).
- **Recruiting seasonality:**
 - Uni/MiM/MiF analyst tracks: **Sep–Nov** peak.
 - **MBAs/seniors:** Fewer classic internships—focus on **targeted roles, smaller firms, buy-side/fintech/credit/real estate**, and structured MBA internships when available.

UPCOMING EVENTS & TRAININGS (AS STATED ON THE CALL)

- **State Street masterclass** (Head of Investment Strategy & Research, EMEA – Altaf Kassam): **Wed, Nov 12** (register in IEConnect/iCONX). First of 3–4 sessions → **certificate** for attending all.



- **FinTech Day (panel + networking): Thu, Nov 13** (companies include Santander, Revolut, Clarity AI, CAPZA, MBAT, Bald).
- **Workshops (training):**
 - **CAPZA LBO workshop: Postponed → Thu, Nov 20 at 18:30** (watch Finance & Capital Markets Club + IEConnect for registration link).
 - **Nomura** – M&A presentations (**date TBC**; club coordinating logistics).
 - **Lombard Odier** – Active investing (**TBC**).
 - **BlackRock** – Session to be scheduled (**TBC**).

Note: Several dates in the slides were marked “**not confirmed**”; always verify in **IEConnect** / club newsletters.

HIGHLIGHTED OPPORTUNITIES (APPLY IN THE CAREER PORTAL)

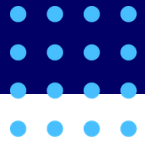
- **Acuria/Acurio Ventures – Finance VP (VC):** portfolio tracking/performance; path into VC via finance/ops.
- **Three Hills Capital Partners – MBA full-time internship** (private credit) in Madrid; small local team, strong IE alumni presence.
- **Bennu Capital – Searcher/CEO (search fund):** run a buyout with equity upside.
- **Paredi Advisory – Operations Director** (family office): portfolio ops, finance/legal/compliance cadence.
- **Rock360/ROG360/Rock363 – Real Estate Transaction Closer** (plus a “Real Estate Specialist” role mentioned): PE-style RE acquiring/closing/origination.
- **Altardomus** – Alternatives; **corp/finance/ops** leadership roles.

APPLICATIONS & REFERRAL GUIDANCE

- **Always apply in the portal first.** Then email **Javier** your **tailored CV** + a **very short** (~5 lines) **motivation** tightly mapped to the role. If you genuinely match, he may **refer** you to the recruiter. (Referrals are **selective** to protect relationships.)
- **Target titles carefully:**
 - In **IB**, “Analyst” = typically 22–23yo; MBAs should aim Associate/VP.
 - In **PE/VC**, “Analyst” can still be MBA-level depending on firm—**read the JD** (e.g., “0–2 years” likely not for seniors).
- **Strategy:** Have **Plan A/B/C**, track outreach in a spreadsheet, avoid “spray & pray,” and **show up** to every relevant on-campus session for networking leverage.

Q&A HIGHLIGHTS

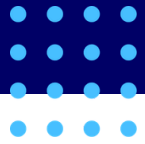
- **How to avoid the resume black hole?** Apply → send Javier tailored CV + 5-line pitch for potential referral.



- **Junior worried about AI replacing analysts?** Become **expert power-user** of leading models (ChatGPT, Gemini, Claude), prompts/agents, PPT/wording tools (e.g., Gamma), and modeling assistants; seek **certifications** if available. “AI won’t replace you—but a person who uses AI better might.”
- **Breaking into family offices (Spain):** Hard because **opaque + small teams**. Rely on **networking, events, and research**. Consider **private banking** (UBS, etc.) where client/problem-solving skills weigh heavily. IE planning **family office research + event** (watch updates).
- **Geography for English-only & visa constraints: Middle East (Dubai) and London** are most promising. Luxembourg/Ireland/Netherlands = more specialized (funds/tech). Spain typically requires **Spanish + work authorization**.
- **Internships for seniors (29yo example):** Classic IB summer internships skew **junior**. For MBAs/seniors, look for **MBA internships** (rarer), **private credit/PE/fintech/insurance programs**, or **6-month FT internships** with conversion potential.

ACTION ITEMS (CONCRETE NEXT STEPS)

- **Register & attend**
 - State Street masterclass (**check IEConnect/iCONX**).
 - FinTech Day panel + networking (**IEConnect**).
 - **CAPZA LBO workshop: Nov 20, 18:30**—watch the Finance & Capital Markets Club channel for link.
- **Apply now** to the six highlighted roles in the **Career Portal**; for the best-fit 1–2, **email Javier** with:
 - Tailored CV (mirrors JD keywords),
 - **Five-line** motivation (why you’re a match + relevant achievements).
- **AI upskilling sprint (this month):**
 - Master core workflows in **ChatGPT, Gemini, Claude** (research drafting, comps/tables, PPT drafting, memo writing, model sanity-checks).
 - Build a mini portfolio (e.g., an **LBO memo + slides** produced with AI assistance; record your workflow).
 - Optional: **Gamma** for slides; get at least one **certificate** (if available).
- **Targeted networking:**
 - Keep a **tracker** (people, firms, dates, follow-ups).
 - Prioritize on-campus visitors (speak up in Q&A, connect on LinkedIn the same day, reference the session).
 - For family-office/PE/credit: aim for **smaller firms** and **alumni** first.



[CLICK HERE FOR SESSION RECORDING](#)

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MARKET OUTLOOK

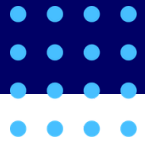
- **Finance is back:** After a difficult 2023–24, hiring and activity are recovering strongly.
- **Investment Banking:** Started weak with no M&A, IPOs, or DCM deals, but now rebounding—4 IPOs launched last week.
- **Trading & Markets:** Thriving thanks to volatility—“volatility is vitality.”
- **Private Equity:** Returning as interest rates ease, though firms still face backlogs in exits.
- **Venture Capital:** Hit hard in 2022–23 but bouncing back; more fundraising into startups = fintech recovery.
- **Private Markets:** Growth continues in private equity, private debt (direct lending replacing banks), real estate (stable safe haven).
- **Crypto & Tokenization:** Bitcoin, Ethereum, and tokenized assets rising again.
- **Fintech:** Big comeback (e.g., Revolut recently valued at \$25B). Covers neobanks, asset management tools, payments, blockchain, etc.

KEY TRENDS & TRANSFORMATIONS

- **Juniorization:** Firms prefer hiring very junior profiles (MIM, MIF, grads); difficult for >25 with no finance background to break in.
- **AI in Finance:** LLMs replacing traditional analyst work (valuations, deal prep).
- **Global Growth:** U.S., London, Dubai remain hotspots; Spain limited for IB but active in other finance roles.
- **Insurance & Regional Banks:** Often overlooked but strong long-term opportunities.

FINANCE CAREER PILLARS

- **Investment Banking & Corporate Finance**
 - Focus: M&A, IPOs, DCM, ECM, advisory.
 - Skills: Excel, financial modeling, accounting, valuation, PowerPoint pitches, analytical rigor, communication.
 - Typical Path: IB → Private Equity / Corporate Development.
- **Global Markets (Sales, Trading, Research)**
 - Focus: Equities, fixed income, currencies, commodities, digital assets.
 - Skills: Quick decision-making, analytical thinking, risk-reward judgment, data literacy, strong communication.



- Typical Path: GM → Buy-side (asset management, hedge funds, portfolio management).
- **Asset & Wealth Management**
 - Focus: Managing and multiplying client/institutional capital (public markets = asset management; private markets = alternatives).
 - Skills: Valuation, forecasting, strong analytics, consulting-style advisory.
 - Typical Path: Asset Mgmt → Hedge Funds, Private Equity, or leadership roles.

CAREER ADVICE & ENTRY POINTS

- **Networking > Job Portals:** Most MBA/IMBA jobs come via referrals, alumni, and events—not online postings.
- **Events & Recruiting Cycles:**
 - **Aug–Dec:** Analyst & graduate program recruiting (for 2026 start dates).
 - **Sept–Oct:** Investment Banking Day (mainly juniors, but key for networking).
 - **Asset Management Day:** Seniors also relevant; major firms like BlackRock, Goldman Sachs attend.
 - **Careers Forum:** Mix of asset management, fintech, private equity, real estate.
 - **Spring (Apr–May):** Private equity, VC, fintech focus.
- **Workshops & Masterclasses:** Industry professionals train students on real use cases (e.g., BlackRock’s Aladdin platform, LBO/DCF prep).
- **Clubs & Advisors:** Finance and Capital Markets Club, CDA advisors help refine applications and target firms.

PLACEMENT & OPPORTUNITIES

- Graduates placed across BNP Paribas, Goldman Sachs, Santander, Bloomberg, BlackRock, fintech firms, and corporate finance roles within companies.
- Many land finance-related positions in corporations (CFO tracks, FP&A, corporate finance) rather than strictly banks/funds.
- Referrals possible via advisors once students narrow down target companies and prove readiness.

PRACTICAL GUIDANCE

- **Language:** Spanish needed for Spanish banks; similar language requirements apply in Germany, France, etc.
- **Applications:** High rejection rates = normal; treat it as a numbers game.
- **Senior Profiles:** Harder to enter IB; better suited for real estate finance, insurance, asset management, corporate finance, or CFO-track roles.



- **Certifications:** CFA highly valued; financial modeling & Wall Street Prep bootcamps can boost credibility.
- **Flexibility:** Pivoting (e.g., FP&A → Real Estate Finance) is possible with added skills and sector knowledge.

CLOSING NOTES

- Finance sector is cyclical, but **2025 looks set to surpass 2024.**
- Students should:
 - Be proactive with networking (events, alumni, advisors).
 - Target realistic entry points based on profile (junior vs senior).
 - Acquire key technical skills (valuation, modeling, accounting).
 - Stay flexible with geography, verticals, and role types.