

# LUMS Financial Services Employment 2018-22 (excl. Accounting & Consulting)

## Blue Chip Financial Employers

Blue Chip Financial Employers	Business Description	Programme/ Role		
		Spring Week	Internship /Placement	Graduate
AIG	Insurance			1
AON	Financial Consulting		2	
Aviva Investors	Actuarial Division		1	2
Bank of America Merrill Lynch	Investment Banking	1	1	2
Bank of England	Central Banking		2	2
Barclays	Investment Banking	2	3	2
Blackrock	Asset Management	2	5	3
Blackstone	Private Equity		1	
Bloomberg	Financial Data/Technology	1	2	
BNP Paribas	Investment Banking		2	2
BNY Mellon	Custodian Banking		1	3
Citi	Investment Banking			2
Credit Suisse	Investment Banking		2	
Deloitte Financial Advisory	Financial Advisory	1		2
Deutsche Bank	Investment Banking	1	1	
European Central Bank	Central Banking		1	1
EY Financial Services	Financial Services			2
Fitch	Credit Rating Agency		20	7
Goldman Sachs	Investment Banking	3	4	5
Handelsbanken	Retail & Commercial Banking		3	1
HSBC	Investment Banking	1	4	1
Janus Henderson	Asset Management		1	
Jefferies	Investment Banking	3	2	2
JP Morgan	Investment Banking	3	3	3
KPMG Financial Advisory	Financial Advisory			2
Legal & General	Asset Management			1
Lloyds Banking Group	Retail & Commercial Banking		2	1
Lloyds of London	Insurance			1
London Stock Exchange Group	Exchange Trading		2	1
M&G Asset Management	Asset Management			1
Macquarie Asset Management	Asset Management			1
Marsh McLennan	Insurance	1		
Mazars	Financial Services			1
Mercer	Asset Management		2	
Morgan Stanley	Investment Banking	1	3	
MUFG	Investment Banking		1	1
Natixis	Asset Management		2	
Nationwide	Building Society			1
Nomura	Investment Banking	2	1	1
PIMCO	Asset Management	1		
PwC Financial Advisory	Financial Advisory		2	2
RBC	Investment Banking	2	2	1
RBS	Investment Banking			2

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Santander	Retail & Commercial Banking			1
Schroders	Asset Management	2	1	
Standard Life Aberdeen	Asset Management		2	3
State Street	Custodian Banking		2	2
UBS	Investment Banking		1	1
UBS Asset Management	Asset Management		4	2
Wellington Management	Asset Management		1	

Notes:

#### Spring Week

Offered by most Blue Chip financial employers, this is normally a one-week, non-remunerated introduction to financial markets and the sponsoring firm for first-year undergraduates. Timing is normally late March or April in your first year, to coincide with the Easter break in teaching on your degree.

Spring Week is a great way to start building your network and getting valuable insight into how financial markets work. The top firms use Spring Week as a way of identifying talent early. Securing a Spring Week position significantly increases your chances of gaining an internship or placement position, either with the sponsoring firms or one of its competitors.

The application deadline for Spring Week is the preceding October (or earlier), which means you need to have your application polished and ready to go *before* you start university. This is why our specialist Careers Coaches are available for you to access from June onwards when you make Lancaster your first choice.

#### Internship/Placement

Internships typically involve 1 to 3-month work experience appointments. A high fraction of financial services employers offer internship opportunities, but competition for places is intense. The roles are usually remunerated and may involve working in a particular role or sampling a variety of functions within the firm. Internship opportunities may be available over the summer, Christmas, or Easter vacations.

Placements normally involve up to 12 months full-time work with a graduate salary. Most of our programmes include a four-year variant that allows you to embed a placement in your degree, normally in year three. There is also the option to intercalate and complete a placement, in which case you do not receive support from Lancaster during the placement.

Internships and placements provide great opportunities to gain valuable work experience and extend your professional network. Most firms use placements and internships as an extended job interview, with good performance resulting in a job offer at the end of the contract (conditional on completing your degree). There is no obligation to accept such an offer and so you are free to shop around with other firms.

#### Graduate

A full-time graduate position on completion of your degree. Graduate salaries in financial services range from mid-£20k to >£70k depending on firms and location.