

WHAT CAN I DO WITH MY ECONOMICS DEGREE?

UMBC – CAREER SERVICES CENTER

SECURITIES

Brokerage Firms, Discount Brokerage Houses, Banks, Insurance Co., S.E.C.

- ≡ Commodity Analyst
- ≡ Commodity Broker
- ≡ Trader/Floor Broker
- ≡ Securities Analyst
- ≡ Securities Sale Rep.
- ≡ Investigator Trainee
- ≡ Financial Analyst
- ≡ Stockbroker

INSURANCE

- ≡ Claims Representative/Examiner
- ≡ Service Representative
- ≡ Claims Adjudicator
- ≡ Insurance Agent
- ≡ Field Representative
- ≡ Actuary
- ≡ Underwriter
- ≡ Insurance Broker

BANKING

Commercial Banks, Savings and Loans, Credit Unions, Government

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

INVESTMENT BANKING / CORPORATE FINANCE

- ≡ Stockbroker
- ≡ Sales Representative
- ≡ Securities Analyst
- ≡ Ratings Agency Analyst
- ≡ Trader
- ≡ Junior Financial Analyst

MONEY MANAGEMENT

Pension Funds, Securities Firms, Banks

- ≡ Mutual Fund Analyst
- ≡ Credit Counselor
- ≡ Financial Planner/Advisor
- ≡ Portfolio Manager

PUBLIC POLICY

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

- ≡ Public Opinion Interviewer
- ≡ Membership Coordinator
- ≡ Meetings Coordinator
- ≡ Community/Field Organizer
- ≡ Program Developer/Coord.
- ≡ Office Manager
- ≡ Project Manager
- ≡ Political Organizer
- ≡ 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
- ≡ Contract Administrator/Specialist
- ≡ Budget Analyst
- ≡ Congressional/Legislative Aide
- ≡ Court Appointed Special Advocate
- ≡ Research Analyst
- ≡ Peace Corps Worker
- ≡ Customs/Immigration Officer
- ≡ Economist
- ≡ Legislative Research Asst.
- ≡ Quality Assurance Specialist
- ≡ Civil Rights Investigator
- ≡ Foreign Service Officer
- ≡ Researcher/Statistician
- ≡ Financial Assistant
- ≡ Program Evaluator
- ≡ Economist

EDUCATION

High Schools, Colleges, Universities

- ≡ Teacher
- ≡ Admissions Counselor
- ≡ Financial Aid Counselor

SOCIAL SERVICES

Advocacy Groups, Non-Profits, Government, Hospitals

- ≡ Community Outreach Worker
- ≡ Family Services Specialist
- ≡ Eligibility Specialist
- ≡ Recreation Specialist
- ≡ Social Service Administrator
- ≡ Volunteer Coordinator
- ≡ Correctional Caseworker

HUMAN RESOURCES

Businesses, Non-Profits, Employment Agencies, Government Agencies

- ≡ Personnel/Human Resources Asst.
- ≡ EEO/Affirmative Action Specialist
- ≡ Employee Relations Specialist
- ≡ Labor Relations Specialist
- ≡ Trainer
- ≡ Recruiter
- ≡ Job Development Specialist
- ≡ Benefits Administrator
- ≡ Payroll Officer
- ≡ Interviewer
- ≡ Job Classification Specialist
- ≡ Placement Counselor

ADVERTISING / MARKETING/ PR / SALES

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

RETAIL / HOSPITALITY

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

MANUFACTURING - PURCHASING & MATERIALS MGT.

- ≡ Operations Research Analyst
- ≡ Inventory Manager
- ≡ Assistant Quality Assurance Manager
- ≡ Buyer
- ≡ Line Supervisor
- ≡ Purchasing Agent
- ≡ Traffic Manager
- ≡ Production Manager

REAL ESTATE

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

PUBLISHING

News/Trade Magazines, Newspapers, Financial Newsletters, Publishing Houses

- ≡ Book/Subscription Salesperson
- ≡ Reporter
- ≡ Annual Report Editor
- ≡ Assistant Editor
- ≡ Technical Writer
- ≡ Financial Journalist
- ≡ Circulation Personnel

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 CDC 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 Development Center - Links by Major: http://www.careers.umbc.edu/students/websites_major.php

CDC Career Resource Center (MP 212):

Careers for Number Crunchers and Other Quantitative Types

National Associations: The **National Association of Business Economists**

(<http://www.nabe.com/career.htm>) has a free publication detailing career options.