Careers: Economics

The University of Maryland Economics major graduates have been successful in many different fields post-graduation. Review additional resources at BSOS’s Your Career.

Using information from the University of Maryland graduation survey, we have compiled information about ECON majors, such as where they work or go to graduate school post-graduation. Check out the topics below to learn more about planning for your career!

**Topics/Quick Links**

- [Entry Level Jobs for ECON Majors](#)
- [Explore Career Titles](#)
- [Career Planning Links](#)
- [Employers of ECON Majors](#)
- [Gain Experience- Sample Internships](#)
- [Identify Skills Developed](#)
- [Job & Internship Search Links](#)
- [Connect & Grow Your Network](#)
## Entry Level Job Titles for Economics Majors (Sample)

The sample career titles below may give you an idea of positions Economics majors are qualified for based on their major coursework, co-curricular activities, and/or past internships. Economics majors work in many different areas including consulting, law, government, nonprofits, corporate, banking, finance, and research.

<table>
<thead>
<tr>
<th>Job Title</th>
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<tbody>
<tr>
<td>Account Executive/Manager/Associate</td>
<td>Logistic Analyst</td>
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<tr>
<td>Accounting Assistant</td>
<td>Logistics &amp; Finance Coordinator</td>
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<tr>
<td>Actuary/Actuarial Assistant</td>
<td>Logistics Sale Manager</td>
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<tr>
<td>Analyst (Business)</td>
<td>Managed Services IT Consultant</td>
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<tr>
<td>Analytics Associate</td>
<td>Market Research Analyst</td>
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<td>Archivist</td>
<td>Merchant Services Specialist Lead</td>
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<tr>
<td>Assistant Account Executive/Vice President</td>
<td>Mortgage Banker</td>
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<td>Associate Developer II</td>
<td>Multifamily Real Estate Analyst</td>
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<td>Associate Producer</td>
<td>New Product Introduction Specialist</td>
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<tr>
<td>Audit Specialist</td>
<td>Operations Analyst/Associate/Manager</td>
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<tr>
<td>Background Investigator</td>
<td>Optimization Analyst</td>
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<tr>
<td>Business Development/Account Manager</td>
<td>Owner/Art Writer</td>
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<td>Business Manager</td>
<td>Paralegal</td>
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<tr>
<td>Business Operations Associate</td>
<td>Payments Cards Analyst</td>
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<tr>
<td>Call Center Associate</td>
<td>Performance Intelligence Analyst</td>
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<tr>
<td>Capital Reporting Controller</td>
<td>Portfolio Management Officer I</td>
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<td>Client Service Representative- Digital Advertising Sales</td>
<td>Procurement / Facilities Coordinator</td>
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<td>Compliance Assistant</td>
<td>Program Consultant/Management Analyst</td>
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<tr>
<td>Computer Systems Analyst II</td>
<td>Project Manager</td>
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<tr>
<td>Consultant</td>
<td>Purchasing &amp; Supply Management Specialist</td>
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<tr>
<td>Contract Negotiator</td>
<td>Quantitative Analyst</td>
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<tr>
<td>Credit and Political Risk Analyst</td>
<td>Regional Account Manager/Director</td>
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<tr>
<td>Customer Service Specialist</td>
<td>Research Analyst/Assistant/Associate</td>
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<td>Data Analyst/Accountant</td>
<td>Researcher</td>
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<td>Dispute Consultant</td>
<td>Risk Analyst</td>
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<tr>
<td>Economist</td>
<td>Sales Agent/Representative</td>
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<td>Event Center Associate</td>
<td>Sales Operations Specialist</td>
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<td>Executive Development Program Trainee</td>
<td>Scheduling Expeditor</td>
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<td>Executive Team Leader</td>
<td>Securities Lending Investment Associate</td>
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<td>Finance Analyst</td>
<td>Software Developer/Engineer</td>
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<td>Finance Associate</td>
<td>Staff Accountant</td>
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<td>Finance Rotation Program Associate</td>
<td>Staff Consultant</td>
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<tr>
<td>Financial Advisor/Analyst</td>
<td>START Trainee</td>
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<td>Financial Economist</td>
<td>Strategic Sales Ops Senior Associate</td>
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<td>Fixed Income Securities Analyst</td>
<td>Strategy Analyst</td>
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<tr>
<td>Global Commercial Banking Credit Analyst</td>
<td>Survey Statistician</td>
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<tr>
<td>Global Intelligence Analyst</td>
<td>Technical Consultant</td>
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<td>Head Teller</td>
<td>Technical Recruiter</td>
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<td>Human Resources Recruiter</td>
<td>Technology Analyst</td>
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<td>Internet Marketing</td>
<td>Trading Assistant</td>
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<tr>
<td>Investment Associate</td>
<td>Transaction Processing Specialist</td>
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<tr>
<td>Investment Banking Intern</td>
<td>Valuation Analyst</td>
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<tr>
<td>IRTA Fellow</td>
<td>Wealth Associate</td>
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<tr>
<td>IT Strategy Analyst</td>
<td><strong>Plus Many More</strong></td>
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<tr>
<td>License Management</td>
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</table>

*Reported by University of Maryland Economics undergraduates. Obtained by the University Career Center & The President’s Promise.*
Some career paths require an advanced degree. Start researching your career path of interest to identify the educational requirements. The resources below offer a brief overview of some of the more popular economics graduate degree programs.

- Boston College: Accounting
- Columbia University: Law
- Cornell University: Applied Economics and Management
- George Washington University: Law
- Georgetown University: Public Relations and Communication
- Hofstra University: Accounting
- Iowa State University: Agriculture and Resource Economics
- Johns Hopkins University: Finance
- London Business School: Management
- National University of Singapore: Economics
- Rice University: Economics
- Rutgers University: Public Policy
- University of Maryland, Baltimore: Law
- University of Maryland, College Park: Applied Economics
- University of Maryland, College Park: Real Estate Development

**Graduate School Resource Links**

- Graduate school tips, UMD Department of Economics and other programs
- U.S. News & World Report prepares annual ranking lists for graduate school programs
- UMD Pre-Law Advising, offers guidance on law related graduate school
- Questions to consider before applying to graduate school (plus a timeline for applying)
- Follow this timeline to stay on track with your graduate school application
- Tips for completing the application and financing the experience

**Start Exploring Career Titles**

Use the sample job and internship titles (mentioned above) to start exploring career paths. The links below provide a short overview of the career titles.

- Occupational Outlook Handbook
- O*NET Online
- Use FOCUS2 to explore career paths using self-assessment questionnaires
- Terrapins Connect, talk with professionals working in the field through UMD’s alumni network
- Candid Career, informational career videos (example to the right)
- Vault Guides, download 100’s of industry guides (Click the book below to read more. Note – users who are not logged in to UMD Vault Campus when they click below will first be prompted to log in. Use your Careers4Terps account for easiest access.)
Career Planning Links for ECON Majors

Not sure where to start in planning your post-graduation activities? Review these resources.

- **Be an Actuary**, guide of what actuarial science is and how to get started
- **Economics Careers**, list salary overview
- **Economics for College Students**, AEA provides opportunities and career path information
- **Market Research Analysts** (OOH), career description
- **Underwriter Career**, career description
- **Vault Career Guide to Leveraged Finance**
- **Register for PSYC 123**: The Psychology of Getting Hired – a one-credit, UMD course that introduces students to psychological principles involved in hiring processes.

Develop a Career Plan: [http://go.umd.edu/BSOSactionplan](http://go.umd.edu/BSOSactionplan)

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**Gain Experience: Sample Internship Titles – ECON Majors**

Economics majors pursue a variety of internships. Internships are a great way to try out an interest, regardless if it is directly related to your major. Employers tend to favor job seekers who have had an internship in the field they are hiring for.

**Sample internship sites/titles**

| A Wider Circle, Research Intern | Library of Congress, Intern |
| Aflac, Sales/Marketing Intern | Morgan Stanley, Intern |
| Albright LLC, Intern | Office of the Public Defender, Intern |
| Applied Energy Group, Summer Analyst | Office of Undergraduate Admissions, PR Intern |
| Baker Tilly, Consulting Intern | PNC, Financial Services Intern |
| Bank of America, Intern | Press Ganey, Data Analytics Intern |
| Bureau of Labor Statistics, Student Trainee | QuotePie, LLC, Business Development Intern |
| CentraState Medical Center, Human Resources Intern | SiriusXM Satellite Radio, Programming Intern |
| Education Week, Marketing Intern | Taylor & Francis Group, Production Intern |
| EKIP | Tetra Tech, Inc., Business Development Intern |
| Everyday is a Miracle, Bookkeeper | UNESCO Center for Peace, Program Development |
| Farmers Insurance, Intern Trainee | United States Census Bureau, Intern |
| Gates Capital Corporation, Finance Intern | United States Department of Agriculture /ARS, Intern |
| Google, Intern | United States Department of Health and Human Services, Budget Analyst |
| Henkel Malaysia, Finance Intern | United States Office of Personnel Management, Actuary |
| Inforum, University of Maryland, Research Assistant | Student Trainee |
| Innovations for Poverty Action, Intern | ValStone Partners, Summer Analyst |
| Intelligent Decisions, Financial Contractor | V-Empower, Inc. Business Analyst |
| Liberty Mutual Insurance Co., IT Intern | |

University Career Center @ BSOS
Ways ECON Majors Gain Experiences

The links below will be a helpful start in locating internship openings.

**Sample list of opportunities**
- **BSOS Engagement Opportunities**, offers links on out of the classroom experiences
- **UMD Careers4Terps**, UMD maintains a job and internship database for off-campus positions for students UMD
- **UMD National Scholarships Office**, opportunities for all levels of undergraduates
- **ECON Positions** featured in C4T
- **UMD Department of Economics Blog**, list opportunities posted by alumni and employers targeted ECON majors

**Research Links**
- **UMD ECON blog**, list research opportunities
- **Research Opportunities**, advice and links for undergraduate students pursing research experiences

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**Skills Developed as an ECON Major**

Skills lead to jobs. Which skills do you possess? Review the **Skills Inventory** list to examine soft skills to highlight on your resume and within interviews.

*Sample list of skills developed in class by Economics majors.*

- Model economic behavior
- Describe and analyze relationships between economic variables
- Interpret and apply descriptive and inferential statistics
- Analyze the effect of government policies on the economy
- Use both conceptual and quantitative tools

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“**Must Have” Career Readiness Competencies**, according to employers - NACE Finding.
Applying for an advertised position on a large board is an ineffective job/internship strategy, but it can be helpful in researching what the typical qualifications are for a field or positions. Economics majors work in many different fields so the list below is only a sample of resources for you to utilize.

### General Links and Market Research
- **Business Economics Career listing**, provided by the National Association for Business Economics
- **Jobs in Economics, Finance & Trade**, U.S. State Department provides job listings and career path resources

### Banking, Finance, and Insurance
- **Actuary positions**, entry level to advanced full-time positions listed
- **eFinancial careers**, list opportunities by city, skills, and job titles
- **Financial Job Bank**, list financial related positions by location
- **Insurance Jobs**, provides opportunities in insurance in actuarial, underwriting, risk management, etc.
- **Robert Half**, post finance and acting full-time positions by location

### Federal, State, & Local Government (preparation tips)
- **Federal Government Jobs**, list of federal government agencies and their hiring websites
- **Federal Job Search**, search for federal positions by profession or location
- **Job wonk, DC Jobs & Internships**, DC opportunities listed as global, U.S., business, and society categories
- **State and Local Government on the Net**, directory provides websites of state agencies, city & county governments
- **State of Maryland**, position openings in Maryland
- **Student jobs**, with the federal government

### International Development
- **Devex**, international development field, jobs and information
- **Foreign Policy Association**, internship positions
- **YPFP Job Link**, features international affairs, foreign policy, etc. positions
- **THIS for Diplomats**, volunteer opportunities
- **United Nations**, offers news on peace and security, human rights, humanitarian affairs, and international law
- **U.S. Department of State**, Pathway programs

### Law
- **FindLaw**, positions listed across the country for paralegals to lawyers
- **National Federation of Paralegal Associations**, career center and information about certification
- **U.S. Courts**, country wide position database
- **UMD Pre-Law Advising** resources
- **WashLaw**, Maryland law & government resources

### Public Policy
- **Center on Budget and Policy Priorities**, job opportunities
- **Global Policy Forum**, internship opportunities
- **Jobs in Think Tanks**, listing offered by the U.S. Department of State
- **Policy jobs and internships**, listing
Employers of ECON Undergraduates

The sample list below includes employers who have hired UMD Economics undergraduates.

Accenture  HireStrategy
AFLAC  iJET
Amazon.com  Incentive Technology Group
American Institutes for Research  J.D. Carpets
Amtrak  J.P. Morgan
AXA Equitable Life Insurance Company  Kendall Capital Management
Baker Tilly  LivingSocial
Bank of America  Lockheed Martin
Bloomberg  Manhattan Strategy Group
Boeing  Marcus & Millichap
Booz Allen Hamilton  Marriott International
Boston Financial Data Services  Maryland Department of Human Resources
Capital One  Matan Companies
Care Systems  Mayer Brown
Carter Law Offices, The  McBee Associates
Center for Global Development  Merrill Lynch
Centers for Medicare & Medicaid Services  Minno Law
Chemonics International  MITRE Corporation
China Construction Bank  Mondo
Comedy Central/Spike TV  Morgan Stanley
Cornerstone Research  Morristown Medical Center
Corporate Executive Board, The  Motionsoft
CoStar Group  National Institutes of Health
CTS Capital Advisors  National Security Agency
DC Department of Youth Rehabilitation Services  Omnicom Media Group
Deloitte  Omnitek Consulting
District of Columbia Government  OpalStaff
Duff & Phelps  Oracle
Econometrica  Peace Islands Institute
E-ISG Asset Intelligence  PNC Financial Services
Employer Assurance Solutions  Progressive Casualty Insurance Company
Equity Management II LLC  Promontory Financial Group
Ernst & Young  Prudential Financial
Fac Totum Finance & Investment  Real Estate Associate
Fannie Mae  Sirius XM Satellite Radio
Federal Reserve System  SK Research
Filice Insurance Agency  Snyder Art Writing
Financial Industry Regulatory Authority  Sterne, Kessler, Goldstein & Fox
Financial Services  Summit Group
First Annapolis Consulting  T. Rowe Price
Flat World Education  TD Bank Group
Fidelity Investments  TEKsystems
Freddie Mac  Tower Federal Credit Union
Freedom Mortgage  Under Armour
GEICO  U.S. Census Bureau
Goldman Sachs  U.S. Department of Housing and Urban Development
GroupM  U.S. Naval Academy
Hamilton Lane  WebbMason
Hercules Technology Growth Capital  Wells Fargo
Hewlett-Packard  White House, The

Plus many more!
Use these sample opportunities to meet professionals in your field of interest to learn about the field, establish new networking contacts, and conduct informational interviews.

**Engagement Opportunities (sample)**
- Career Shuttles - a half day, group experience to visit an organization of interest
- DC Link Tank - find citywide events, organizations and people engaging on topics that matter to you
- Employer networking events - attend to meet professionals and gain knowledge of openings
- Intern - make the most of your internship by requesting informational interviews
- Intern for a Day - one day shadowing experience that allows students to forge connections
- Meetup - locate people in your area with similar interests or within your industry of interest
- Online Events Calendar - for the state of Maryland
- Terrapins Connect - connects students with UMD alumni
- UMD University Career Center Event Calendar of employers and panelist visiting campus
- Washington Business Journal, all upcoming business events

**Social Media**
- Join LinkedIn groups
- Connect with other BSOS alumni in the UMD College of Behavioral and Social Sciences LinkedIn group
- Tips for using LinkedIn to make industry specific connections

Need help starting your career exploration or job search? Schedule a career consultation appointment with the University Career Center & The President’s Promise. Get started mapping your career action plan today!