CAREERS: ECONOMICS

The University of Maryland Economics major graduates have been successful in many different fields post-graduation, including consulting, law, government, nonprofits, business, banking, finance, research, and more. Using information from the University of Maryland graduation survey, we have compiled details about ECON majors, such as their post-graduation adventures. Use this information as a place to start exploring your career interests.

Review additional resources at the University Career Center @ BSOS Your Career webpage.

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### TITLES/INDUSTRIES OF RECENT ALUMNI (Sample)

Explore more career paths of ECON majors with LinkedIn’s Alumni tool.

Note: Must have a LinkedIn account to access.

#### Banking, Finance, and Insurance

**Job Titles:**
- Actuary/Actuarial Assistant
- Analyst
- Associate Performance Analyst
- Broker's Assistant
- Business Operations Analyst
- Client Associate
- Client Financial Management Analyst
- Derivatives Analyst
- Equity Research Associate
- Financial Advisor
- Financial Analyst
- Financial Engineer I
- Financial Representative
- Global Finance & Business Management Program Analyst
- Interest Rate Sales
- Investment Banking Analyst
- Investment Operations Associate
- Investment Sales Associate
- Junior Investment Associate
- Management Development Program
- Retirement Actuarial Analyst
- Securities Analyst II
- Structured Finance Analyst
- WISE Associate
- Underwriter

**Organizations:**
- Brown Advisory
- Cambridge Associates
- Consumer Edge
- Deutsche Bank
- Fannie Mae
- Goldman Sachs
- JP Morgan Chase & Co
- KPMG
- M&T Bank
- Marcus & Millichap
- McAdam Financial
- MetLife Investment Management
- Moody's Investors Service
- Morgan Stanley
- Navy Federal Credit Union
- Northwestern Mutual
- Prudential
- Sumitomo Mitsui Banking Corporation
- T. Rowe Price
- Third Bridge Group Limited
- UBS
- Wells Fargo
- Werber & Associates, Inc.
- Willis Towers Watson
- York Funding

**Entry Tips:**

*Important qualities/skills generally include:* analytical, detail-oriented, math, communication and writing skills

*Apply for internships.* Employers recruit full-time employees from their internship programs

For detailed tips, visit Vault’s Guide to Banking & Financial Services Jobs or Leveraged Finance

**Be an Actuary**, guide of what actuarial science is and how to get started

**Underwriter Career**, career description

Best organizations in financial services

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#### Consulting

**Job Titles:**
- Associate
- Anti-Money Laundering Risk Consultant
- Finance Consultant
- Marketing Consultant
- Program Analyst
- Research Assistant
- Staff Consultant

**Organizations:**
- Baker Tilly Virchow Krause, LLP
- Crowe
- Empowered Technologies, LLC
- KNG Health Consulting, LLC
- KPMG
- Madison Associates
- Ryan & Wetmore, PC

**Entry Tips:**

*Important qualities/skills generally include:* curiosity, problem solving, building rapport, innovation, and flexibility

For detailed tips, visit Vault’s Guide to Consulting and Consulting Jobs

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University Career Center @ BSOS
### Business - General

**Job Titles:**
- Account Executive
- Business Analyst
- Business Operations Associate
- Contracts Manager
- Development & Marketing Associate
- Director of Branding
- Government Account Representative
- Merchant Executive Dev. Program
- Project Operations Associate
- Recruiter
- Risk Analyst
- Sales Development Representative
- Sales & Marketing Associate

**Organizations:**
- AeroTek
- Aflac
- Bozzuto
- Carahsoft
- FAST Technology
- House of Venus
- Macy’s
- New Day USA
- SAM
- TEKsystems
- The Light House

**Entry Tips:**

*Important qualities/skills generally include:* analytical, communication, creativity, decision making, interpersonal, and organizational skills

For detailed tips, visit Vault’s Guide to Business Administration Jobs

### Research/Policy/Quantitative Analysis

**Job Titles:**
- Analyst
- Associate, Analytics & Data Insights
- Capital Market Analyst
- Data Analyst
- Deductions Analyst
- Economist
- Fiscal and Policy Analyst
- Jr Policy Specialist
- Market Data Analyst
- Market Research Associate
- Research Analyst
- Research Assistant
- Staff- Tax Accountant
- Statistician Coordinator
- Tax Associate

**Organizations:**
- Baltimore County Auditor's Office
- Bloomberg L.P.
- Bureau of Economic Analysis
- Federal Reserve Board
- ICF
- IMG-Crown Energy Service
- International Monetary Fund
- Kglobal
- Mid Atlantic Sports Network
- NVR
- RSM US, LLP
- SAIC
- TargetGov
- U.S. Commodity Future Trading Commission
- U.S. Department of Commerce
- VML

**Entry Tips:**

*Important qualities/skills generally include:* analytical, communication, critical thinking, and organizational skills

For detailed tips, visit Vault’s Guide to Economics Jobs

Economics for College Students,

AEA provides opportunities and career path information

Almost half of all economists work for local, state, or federal government. Employment is projected to grow 6% from 2016 to 2026.

### Real Estate

**Job Titles:**
- Commercial Real Estate Analyst
- Corporate Real Estate Advisor
- Leasing & Marketing Manager
- Purchasing Assistant
- Real Estate Agent
- Real Estate Broker Associate
- Real Estate Consultant
- Retail, Sales, and Leasing Associate

**Organizations:**
- CA Ventures, LLC
- Charm City Development
- Douglas Elliman Real Estate
- Grandbridge Real Estate Capital
- JP Morgan Chase & Co
- Keller Williams Realty
- Segall Group Commercial Real Estate
- Sotheby's International Realty

**Entry Tips:**

*Important qualities/skills generally include:* business acumen and interpersonal, organizational, and problem solving skills

For detailed tips, visit Vault’s Guide to Real Estate or Real Estate Jobs
Other

Job Titles:
- International Program Coordinator
- Investigative Specialist
- ORISE Fellow
- Teacher
- Technology Analyst

Organizations:
- Aberdeen Proving Ground
- Accenture Federal Services
- Office of the Public Defender Service
- Planet Depos
- Teach for America

Entry Tips:
Apply for internships. Employers recruit full-time employees from their internship programs.

EXPLORE CAREER OPTIONS: RESOURCES

Use the sample job titles (mentioned above) to start exploring career paths. The links below provide search boxes for you to locate more information on the titles as well as search for other options.

- Occupational Outlook Handbook, a career title dictionary
- O*NET Online, the nation's primary source of occupational information
- FOCUS2, as a UMD student you have access to explore career paths using self-assessment questionnaires
- Terrapins Connect, talk with professionals working in the field through UMD’s alumni network
- Vault Guides, offers 100’s of industry guides for you to gain inside tips (see examples below)

Note - Access Vault through your Careers4Terps account for FREE.

EXPLORE CAREER OPTIONS: GAIN EXPERIENCE

The links below will be a helpful start pointing in locating opportunities. Take some time to identify the type of experience that meets your needs.

Sample list of opportunities
- Careers4Terps, a job and internship database of openings for UMD students
- Positions related to economics, featured in Careers4Terps
- BSOS Engagement Opportunities, features programs for BSOS students
- UMD National Scholarships Office, opportunities for UMD students at all levels of undergraduates
- Internship search tips, the University Career Center @ BSOS offers strategies to get you started
- UMD Department of Economics Blog, list opportunities posted by alumni and employers targeted ECON majors
- Federal government internships, links to openings and application tips

Did you know?
“Whether or not one has an internship does impact short-term and longer-term career success. Survey takers who completed at least one internship received a job offer more quickly and had a higher first position salary than those who did not.” - NACE 2018

The President’s Promise ensures that the University of Maryland is chock-full of opportunities outside the classroom to help you identify your passions and gain a competitive edge.

University Career Center @ BSOS
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. Review inspiring internship stories from BSOS students to gain ideas.

**Sample internship sites/titles**

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

Skills lead to jobs. Which skills do you possess?
Assess your skills, abilities, interests, and values and explore how they relate to career options. Complete this skills inventory to get started.

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

What skills are in demand?
Check out these “Must Have" Career Readiness Competencies, according to employers - NACE

At the undergraduate level, students can learn about the methods of analysis that economists use and about the various fields of inquiry where economists have been most productive. Principles courses introduce students to both the methodology and the fields and thus provide a foundation for both the Bachelor of Arts and the Bachelor of Science curriculums.

Add to your skills with these courses or videos…

Graduate School Programs

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 the more popular graduate degree programs our Economics majors have been admitted to.

Boston College
  Accounting
Columbia University
  Law
Cornell University
  Applied Economics and Management
George Washington University
  Law
Georgetown University
  Public Relations and Communication
  Law
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
  Mathematical Finance
University of Maryland, Baltimore
  Law
University of Maryland, College Park
  Applied Economics
  Economics
  Real Estate Development
  Public Policy
  Supply Chain Management
  Accounting/Finance
  Marketing Analytics
Washington University in St. Louis
  Law
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
- Application timeline: stay on track with your graduate school application
- Tips for completing the application and financing the experience

CONNECT & GROW YOUR NETWORK

Meet professionals in your field of interest to learn about the field, establish new networking contacts, and conduct informational interviews.

Engagement Opportunities (sample)

- Connect with alumni - gain tips on specific career paths using Terrapins Connect to review a listing of alumni who have volunteered to share career information, review resumes, etc.
- Employer networking events - attend on-campus events to meet professionals and gain knowledge of openings
- UMD Event Calendar - listing of career exploration panels and career readiness workshops on-campus
- Join LinkedIn groups to meet alumni. 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

Did you know?

“Studies reveal 85% of all jobs are filled via networking.”
- LinkedIn

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!