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.

View a separate job title list for students who graduated with a B.S. vs. B.A. in Economics.

<table>
<thead>
<tr>
<th>Titles/Industries of Recent Alumni (Sample)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Explore career paths of ECON majors with LinkedIn’s Alumni Tool. Note: Must have a LinkedIn account to access.</td>
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</table>

<table>
<thead>
<tr>
<th>Banking, Finance, and Insurance</th>
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<tbody>
<tr>
<td><strong>Job Titles:</strong></td>
</tr>
<tr>
<td>Actuary/Actuarial Assistant</td>
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<tr>
<td>Analyst</td>
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<tr>
<td>Associate Performance Analyst</td>
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<tr>
<td>Broker's Assistant</td>
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<tr>
<td>Business Operations Analyst</td>
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<tr>
<td>Client Associate</td>
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<tr>
<td>Client Financial Management Analyst</td>
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<tr>
<td>Derivatives Analyst</td>
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<tr>
<td>Equity Research Associate</td>
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<tr>
<td>Financial Advisor</td>
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<tr>
<td>Financial Analyst</td>
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<tr>
<td>Financial Engineer I</td>
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<tr>
<td>Financial Representative</td>
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<tr>
<td>Global Finance &amp; Business Management Program Analyst</td>
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<tr>
<td>Interest Rate Sales</td>
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<tr>
<td>Investment Banking Analyst</td>
</tr>
<tr>
<td>Investment Operations Associate</td>
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<tr>
<td>Investment Sales Associate</td>
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<tr>
<td>Junior Investment Associate</td>
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<tr>
<td>Management Development Program</td>
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<tr>
<td>Retirement Actuarial Analyst</td>
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<tr>
<td>Securities Analyst II</td>
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<tr>
<td>Structured Finance Analyst</td>
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<tr>
<td>WISE Associate</td>
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<tr>
<td>Underwriter</td>
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<tr>
<td><strong>Organizations:</strong></td>
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<tr>
<td>Brown Advisory</td>
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<tr>
<td>Cambridge Associates</td>
</tr>
<tr>
<td>Consumer Edge</td>
</tr>
<tr>
<td>Deutsche Bank</td>
</tr>
<tr>
<td>Fannie Mae</td>
</tr>
<tr>
<td>Goldman Sachs</td>
</tr>
<tr>
<td>JP Morgan Chase &amp; Co</td>
</tr>
<tr>
<td>KPMG</td>
</tr>
<tr>
<td>M&amp;T Bank</td>
</tr>
<tr>
<td>Marcus &amp; Millichap</td>
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<tr>
<td>McAdam Financial</td>
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<tr>
<td>MetLife Investment Management</td>
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<tr>
<td>Moody's Investors Service</td>
</tr>
<tr>
<td>Morgan Stanley</td>
</tr>
<tr>
<td>Navy Federal Credit Union</td>
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<tr>
<td>Northwestern Mutual</td>
</tr>
<tr>
<td>Prudential</td>
</tr>
<tr>
<td>Sumitomo Mitsui Banking Corporation</td>
</tr>
<tr>
<td>T. Rowe Price</td>
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<tr>
<td>Third Bridge Group Limited</td>
</tr>
<tr>
<td>UBS</td>
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<tr>
<td>Wells Fargo</td>
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<tr>
<td>Werber &amp; Associates, Inc.</td>
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<tr>
<td>Willis Towers Watson</td>
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<tr>
<td>York Funding</td>
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<tr>
<td><strong>Entry Tips:</strong></td>
</tr>
<tr>
<td>Important qualities/skills generally include: analytical, detail-oriented, math, communication and writing skills.</td>
</tr>
<tr>
<td>Apply for internships. Employers recruit full-time employees from their internship programs.</td>
</tr>
<tr>
<td>For detailed tips, visit Vault’s Guide to Banking &amp; Financial Services Jobs or Leveraged Finance.</td>
</tr>
<tr>
<td>Be an Actuary, guide of what actuarial science is and how to get started</td>
</tr>
<tr>
<td>Underwriter Career, career description.</td>
</tr>
<tr>
<td>Best organizations in financial services.</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Consulting</th>
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<tbody>
<tr>
<td><strong>Job Titles:</strong></td>
</tr>
<tr>
<td>Associate</td>
</tr>
<tr>
<td>Anti-Money Laundering Risk Consultant</td>
</tr>
<tr>
<td>Finance Consultant</td>
</tr>
<tr>
<td>Marketing Consultant</td>
</tr>
<tr>
<td>Program Analyst</td>
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<tr>
<td>Research Assistant</td>
</tr>
<tr>
<td>Staff Consultant</td>
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<tr>
<td><strong>Organizations:</strong></td>
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<tr>
<td>Baker Tilly Virchow Krause, LLP</td>
</tr>
<tr>
<td>Crowe</td>
</tr>
<tr>
<td>Empowered Technologies, LLC</td>
</tr>
<tr>
<td>KNG Health Consulting, LLC</td>
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<tr>
<td>KPMG</td>
</tr>
<tr>
<td>Madison Associates</td>
</tr>
<tr>
<td>Ryan &amp; Wetmore, PC</td>
</tr>
<tr>
<td><strong>Entry Tips:</strong></td>
</tr>
<tr>
<td>Important qualities/skills generally include: curiosity, problem solving, building rapport, innovation, and flexibility.</td>
</tr>
<tr>
<td>For detailed tips, visit Vault’s Guide to Consulting and Consulting Jobs.</td>
</tr>
</tbody>
</table>
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
- Boozutto
- 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, and 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.
## Explore Career Options: Resources

Use the sample job titles listed in this document 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](#), explore career paths using self-assessment questionnaires
- [Terrapins Connect](#), talk with professionals working in the field through UMD’s alumni network
- [Federal positions by major](#), research career titles with the federal government related to your major

[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 starting point in locating opportunities. Identify the type of experience that meets your needs.

**Sample list of opportunities**

- [Careers4Terps](#), a job and internship database of openings for UMD students
- [BSOS Engagement Opportunities](#), features programs for BSOS students
- [UMD National Scholarships Office](#), lists opportunities for UMD students
- [Internship search tips](#), the University Career Center @ BSOS offers strategies
- [UMD Department of Economics Blog](#), list opportunities posted by alumni and employers targeted ECON majors
- [Federal government internships](#), links to openings and application tips
- [Research opportunities](#), advice and links for undergraduate students

**Did you know?**

“Whether or not one has an internship impacts 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](#)
Internships are a great way to try out an interest, regardless if they are 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

STUDENT INTERNSHIP STORIES AT...
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

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.

### 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 confirmed admittance.

- 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 Resources

- Graduate school tips, [UMD Department of Economics](#) and other programs
- **Start planning:** Graduate school application timeline and other resources

Schedule a **career consultation appointment** with the University Career Center.  

[College of Behavioral and Social Sciences](#)  
[@UMDCareerCenter](#)  
[www.careers.umd.edu](#)  
[go.umd.edu/UCCBSOS](#)