



## 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.

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

Explore 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](#).

#### 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](#).



## 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:**

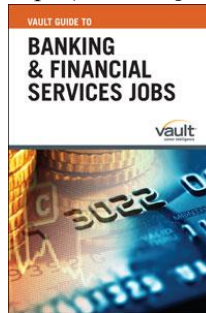
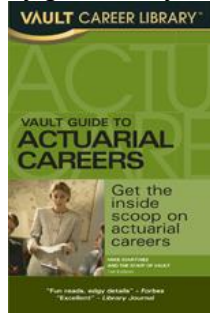
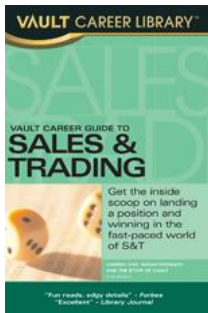
*Apply for internships.* Employers recruit full-time employees from their internship programs.

## 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 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
- [Positions related to ECONOMICS](#), featured in Careers4Terps
- [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

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.

**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](#)



## WHERE ARE ECON MAJORS INTERNING?

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 DEVELOPED 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.

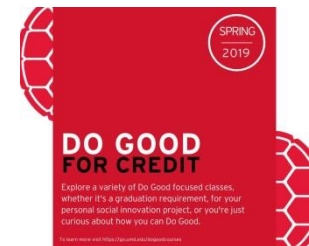
- Model economic behavior
- Describe and analyze relationships between economic variables
- Interpret and apply descriptive and inferential statistics
- Analyze the effect of government policies on the economy
- Use both conceptual and quantitative tools

### 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 ECON MAJORS ARE PURSUING

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*





### Graduate School Resources

- 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](#) tips to help you stay on track
- [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!



## University Career Center & The President's Promise

*College of Behavioral and Social Sciences*

[@UMDCareerCenter](#) | [www.careers.umd.edu](http://www.careers.umd.edu) | [go.umd.edu/UCCBSOS](http://go.umd.edu/UCCBSOS)

CAREER the Turtle...because **UCC**ESS starts here.