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:**
- AeroTeks
- 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 Jobs](#).
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

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

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.
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...**

[BEA Logo]  
[House Oversight Logo]
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](https://umd.edu/economics) and other programs
- [U.S. News & World Report](https://newsworldreport.usnews.com/) prepares annual ranking lists for graduate school programs
- [UMD Pre-Law Advising](https://umd.edu/prelaw) offers guidance on law related graduate school
- [Questions to consider](https://umd.edu/careers) before applying to graduate school
- [Application timeline](https://umd.edu/careers) tips to help you stay on track
- [Tips](https://umd.edu/careers) for completing the application and [financing](https://umd.edu/careers) the experience

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### 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](https://umd.edu/careers) - 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](https://umd.edu/careers) - attend on-campus events to meet professionals and gain knowledge of openings
- [UMD Event Calendar](https://umd.edu/calendar) - listing of career exploration panels and career readiness workshops on-campus
- [Join LinkedIn groups](https://www.linkedin.com) to meet alumni. Connect with other BSOS alumni in the UMD College of Behavioral and Social Sciences LinkedIn group
- [Tips for using LinkedIn](https://www.linkedin.com) to make industry specific connections

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Need help starting your career exploration or job search? Schedule a [career consultation appointment](https://umd.edu/careers) with the University Career Center & The President’s Promise. Get started mapping your [career action](https://umd.edu/careers) plan today!