

Explore Business Careers

INVESTMENT BANKING

Office of Career Management



THE OHIO STATE UNIVERSITY

FISHER COLLEGE OF BUSINESS

What is Investment Banking?

- The business of raising capital for companies and advising them on financing and merger alternatives
- Investment banks may be categorized as boutique, middle-market, or bulge bracket depending on the size of the firm or the deal size they target
 - Examples:
 - Boutique – Evercore, Moelis, Lazard
 - Middle-market – William Blair, Houlihan Lokey, KeyBanc
 - Bulge – Goldman Sachs, JPMorgan, Citi Group

[Vault Career Guide to Investment Banking](#)



Characteristics for Success

Attention to detail

Balance multiple projects and priorities

Deep understanding of finance & accounting

Hard working

PowerPoint and Excel skills

Strong communication and client skills



Preparation – Importance of Networking

- Due to the competitive nature of this field, internships/full-time opportunities are limited for undergraduate students
- Investment Banks' recruiting processes are very unique and rely heavily on networking beforehand. To get an upper hand, it is beneficial to start to begin to build your own network by reaching out to Ohio State alumni in the field or other personal connections. Networking will give students a better understanding of the industry, responsibilities of an analyst, and a typical work schedule that you can expect
- LinkedIn and cold-emailing can serve as good resources and methods for finding relevant professionals to reach out for potential phone calls and meetings



Preparation – Sample Internship Opportunities

- Internship opportunities in the field of investment banking are very limited. Most firms hire candidates with past internship experience and a record of success in a particular academic field of study or industry. Many banks target Ivy League schools for potential candidates so it's important to have unique experiences that help you stand out
- Investment banking summer analysts typically are placed within an industry or product group and work on various projects over the summer including pitches, equity offerings, debt issuances, or live M & A transactions



Preparation – The Interview Process

- After building your network and speaking to multiple bankers at a specific firm, candidates may be offered the opportunity to participate in a first round interview. This is typically conducted over the phone and will consist of behavioral and basic technical questions
- Depending on the size of the bank, firms may elect to hold other recruiting events to learn more about the candidates. This may include additional phone screens, an invitation to dinner with recruiters and analysts, or a meeting with the bank
- Typically, the entire interview process culminates into a final round, known as a Super Day. Banks will invite candidates from all over the country to their office for multiple interviews. These formal interviews will consist of a mix of more in-depth behavioral questions in addition to advanced technical questions



Preparation – Sample Interview Questions

- **Opening/Industry/Fit:**

- Tell me about yourself.
- Why did you choose Ohio State?
- Why did you choose your major?
- Why do you want to pursue investment banking?
- Why are you interested in XYZ Bank?

- **Behavioral:**

- Of your past experiences, what will help you as an analyst?
- Tell me about a time you failed.
- Tell me about a time you worked on a team that lacked direction.

- **Technical:**

- What are the main financial statements and how are they connected?
- How does depreciation expense affect all three statements?
- What are the three main valuation methodologies?
- Walk me through a discounted cash flow (DCF) model.
- Pitch me a stock.



Sample Investment Banking Roles

Investment Banking Department (IBD)

- Mergers & Acquisitions (M & A): assisting in negotiating & structuring of mergers between companies, including purchase price & strategic implications
 - Buy Side Advisory – helping a client buy a company
 - Sell Side Advisory – helping a client sell their company
- Capital Markets – originate, structure, & execute public & private placement of equities (Equity Capital Markets) & debt (Debt Capital Markets)
- Industry Groups – you work within on industry but on many different types of deals (equity, debt, M & A). Examples of industries – healthcare, industrials, technology, financial institutions, natural resources, real estate

Sales & Trading

- Facilitate the buying and selling of stocks, bonds, and other securities through the relationships of other institutional investors

Equity Research

- Closely analyze small groups of stocks in order to provide insightful investment ideas and recommendations to the firm's salesforce, traders, and directly to institutional investors. Communicate recommendations through research reports on covered companies with Buy, Sell, & Hold ratings.



Typical Roles by Category

Boutique	Middle-Market	Bulge Bracket
M & A Advisory	M & A Advisory	M & A Advisory
	Capital Markets	Capital Markets
	Industry Groups	Industry Groups
		Sales & Trading
		Equity Research



Sample Employers

BMO Capital Markets

KeyBanc

Citi Group

JPMorgan

Deutsche Bank

Morgan Stanley

Evercore

UBS

Goldman Sachs

William Blair



Salary Information

Fisher College of Business

Average Investment Banking Salaries (2022-2023)

Full-time	\$100,000 annually
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Job Outlook

- Demand for securities, commodities, and financial services agents, projected to grow 7 percent from 2022 to 2032, faster than average for all occupations.
- See the Occupational Outlook Handbook for additional information:
<https://www.bls.gov/ooh/>



Fisher Resources

Academic Information

- [Fisher Futures](#)

Extracurricular Information

- [Buckeye Capital Investors](#)
- [Common Cents Investment Group](#)
- [Investment Banking Prep Program](#)





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