

Let's Talk Business

For Ted Rogers School Students

These reports describe industry sectors and career paths of interest to Ted Rogers School students and alumni. Each report leverages BCH employment data and the expertise of our staff. This collaborative effort engages staff, students, alumni and the University Business Librarian.

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A Day in the Life of a Global Markets Analyst

This report profiles a Ted Rogers Co-op student who completed a four-month work term as a 'Global Markets Analyst' for RBC. He provides you insight into 'a day in his life'.

He also weighs in on important trends within this field and shares invaluable information relevant to those of you aspiring to break into this exciting industry.

Meet Justin Pham, Finance Co-op Student

Justin is working towards his Bachelor of Commerce in the Finance Co-op program at Ted Rogers School of Management. He has completed work terms at Westcourt Capital Corporation and Manulife.

He finished his 3rd work term (Summer 2022) as a *Global Markets Analyst* at RBC.

Working as a member of the Global Markets team (within the Banking Technology unit), Justin worked collaboratively towards delivering a whole new banking experience to RBC clients.



Q: What did you do on a day-to-day basis as a 'Global Markets Analyst' at RBC?

A: As part of the trading floor, my day-to-day activities varied, but there were common tasks that needed to be done daily. Some of those tasks included running reports, validating data, and entering common trades for RBC's clients.

Anyone interacting directly with clients is required to be licensed- as I was not licensed, my main role was to provide support to any client trades and provide value in other ways, like automating processes. Using VBA and macros, I automated a number of reports that were previously run manually - this significantly reduced the time required to run these types of reports.

Other fun experiences included attending client events, such as Conferences and Business dinners/meetings.

Q: What technology platforms do you use in your role?

- A:**
- The main technology platform I used was the **MS Office Suite**. **Microsoft Outlook** was probably the biggest learning curve for me– how to be more efficient and filter out inboxes more effectively. As my desk had a huge influx of emails daily, I found it challenging to sort through thousands of emails every single day.
 - **Microsoft Excel** was huge – learning how to use shortcuts is important for any finance job, really.
 - **PowerPoint** was rarely used as I was mainly on a trading desk. Then there was the native platform that the Securities Lending desk used.



Q: How does your industry impact the world?

- A:** This is a packed question – finance is integral to the world, and Capital Markets is important for the economy. To put it simply, without Capital Markets, businesses would be incapable of running as they would have limited ways of raising capital.

Q: Which industry trends should Ted Rogers School students be aware of?

- A:** CGPA is crucial for early work terms and internships and this market can be somewhat unforgiving at times when it comes to grades. However, there are caveats – networking is also key. Networking within Capital Markets is especially important because of how competitive the field can be. The other industry trend is that, at times (like now in 2022), the job market in the Capital Markets field can be slow, as deal flow is low.

Q: What advice would you provide a Ted Rogers School student who aspires to work in Global Markets upon graduation?

- A:**
- Do not be discouraged at the number of applications you need to send out – this is just a part of the 'game' and you are one of many players.
 - To differentiate yourself, you should really try to be involved in student groups such as the Ted Rogers Investment Council or courses like the Student Managed Investment Fund (FIN65/75).
 - Such efforts demonstrate your commitment to learning about Capital Markets and showcases your ability to manage real funds- this provides something to talk about during your interviews.

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Career Consultant Contributor Tanya Maden-Skydan

Tanya is a Manager, Strategic Corporate Partnerships and a former Career Consultant with 5+ years of campus recruitment experience. She is a Ted Rogers alumna who is passionate about providing students the tools needed to be successful in the workplace today and the future.



Student Contributor Siyaan Sivasunthararasa

Siyaan is a 3rd-year Global Management Studies Co-op student working as a Project Coordinator at the Business Career Hub. He is excited to pursue various GMS roles after graduation.