

THINKING ABOUT A CAREER IN FINANCE?

FINANS

FORBUNDET

INTRODUCTION

Economist, mathematician, communicator, HR consultant, software architect or anthropologist – the financial sector needs them all. There is a need for people like you, looking for a career in a developing sector.

Financial companies develop new products for the cashless society, predict markets and keep an eye on legislation and regulation, so they need employees with the skills to keep them ahead of the game. And that is precisely why the financial sector is a perfect match for people like you, aiming for an exciting career.

Financial companies are first movers in the development of new digital solutions – online banking, Mobilepay, Swipp, blockchain transactions – and are constantly on the lookout for ambitious, development-oriented IT professionals, analysts and business developers of all kinds.

Financial Services Union Denmark has put together a small selection of the job profiles in the sector as it is today – could one of them be the job for you?

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Advisor

The private customer advisor analyses and advises on the customer's financial requirements. The advisor assists the customer with every aspect of their finances and helps ensure that the customer's needs and dreams are realised to the extent possible.

The business advisor advises companies on how to organise their economic framework to best develop their business.

The investment advisor nurtures and expands the customer's assets. The advisor helps the customer to find a balance between getting a satisfactory return and the risk they are willing to take on their investments.

” **IT'S NOT ABOUT
BEING A MASTER OF
ALL TRADES
– BUT LEARNING
TO BE OUTGOING,
THAT'S REALLY
IMPORTANT.**

HUY LONG PHAN, 30

AGILE COACH, EXECUTION LEADERS – NORDEA

MSc Master of Computer Science (AAU)

Business developer

The business developer develops new products and concepts based on customer analyses and business intelligence. The developer must have a keen eye for what's hot in the market, what the competition looks like, what the customer wants, and what can optimise the business.

The products can span multiple fields, for example, the banking business itself and IT solutions.

Communication consultant

There is more to financial companies than figures and hard-core business alone. There is also communication with customers, the public, stakeholders and employees of the company. That is the job of the communications consultant.

Compliance officer

Financial companies have to navigate an ocean of complicated rules and regulations, and a

compliance officer ensures that international, national and internal rules are complied with in the development of new products, for example. It is often an independent unit that ensures compliance in all of the company's areas of business.

Credit consultant

A credit consultant is an expert in assessing the company and the customer's credit risk. The consultant approves applications, discusses with advisors and equips the branches to implement sound credit-granting.

Dealer

The dealer trades in stocks, bonds, currencies and advises customers on buying and selling as well as investment opportunities.

” DO WHAT YOU LIKE AND BECOME GOOD AT IT.

JENNY SJÖSTRÖM, 34

SENIOR CONSULTANT – DANSKE BANK

MSc Management of Innovation & Business
Development (CBS)

Financial analyst

Financial analyst is a title covering a number of jobs. Common to them all is highly qualified analytical work in different fields, such as market conditions, stocks, bonds, capital structure, IT and much more besides.

HR consultant

With 79,000 employees working for financial companies, a lot of HR people are needed. As an HR consultant, you work with programmes which ensure that employees and managers are the right match and equipped to support the company's strategy and goals, among other things by optimising the organisation, discussing with and coaching leaders.

Insurance agent

The insurance agent develops and nurtures customer relationships, sells insurance and advises customers on their level of cover, etc.

Investment controller

The investment controller works to safeguard the quality of the bank's investment activities and monitors how the portfolios under its management perform. The investment controller works closely with the customer organisation and asset managers.

Process designer

The process designer works to optimise the processes which ultimately determine whether or not customers are satisfied with the contact they have with the company. The job involves streamlining processes without sacrificing quality and customer satisfaction.

Project manager

Project work is extremely popular in financial companies, and project managers are used in all business areas to run and manage the projects.

FACTS:

**43 PERCENT
OF EMPLOYEES IN
THE FINANCIAL SECTOR
HAVE A HIGHER
EDUCATION QUALIFICATION.
(= A DOUBLING IN 15 YEARS)**

**” IT IS NOT
NECESSARY TO
FOLLOW THE
PATH EVERYONE
ELSE DOES.**

FREDERIK GROTHE-MØLLER, 27

CEO AND BUSINESS DEVELOPMENT – WMC
FINANCIAL SERVICES

Student of Economics (stud. polit.)
(University of Copenhagen)

Risk manager

The risk manager controls the company's risks by analysing its assets and the threats that are key to the various assets. The purpose of the risk manager's work is to safeguard assets and equity. Risk managers can also manage risk in a specific project.

Sales & marketing consultant

Develops and designs campaigns and works with social media, prepares print, images and films together with external communication partners.

Software engineer

The software engineer works on the development of new and innovative digital solutions as well as maintenance of the existing solutions. Financial companies are progressing at lightning speed when it comes to digital development, and the software engineer is the IT expert who can develop the solutions that make the customer's encounter with the bank a highly positive experience.

Solution architect

The solution architect works to optimise and maintain the basic IT solutions. The job often involves getting strategy, customer requirements and IT solutions to all come together.

Test manager

Quality is a measure of how well a product meets expectations. The test manager's job is to uncover the extent to which this is the case for the product he/she is working on, and what needs to be done to ensure that the quality is sufficient.

**” CHOOSING THE
ADVISOR PATH
ALSO MEANS
CHOOSING
THE POSSIBILITY
OF OBTAINING AN
INCOME AND THE
START OF A CAREER
RIGHT AWAY!**

IDA MIKKELSEN, 29

PRIVATE FINANCIAL ADVISOR – HANDELSBANKEN

AP Graduate in Financial Management

FACTS:

THE FINANCIAL SECTOR IS LOOKING
FOR NEW AND DIVERSIFIED
TALENTS:

**AROUND 3/4 OF DIRECTORS
FROM THE WORLD'S FINANCIAL
COMPANIES SAY THAT THEY
ARE CURRENTLY LOOKING FOR
EMPLOYEES WITH A VERY BROAD
RANGE OF SKILLS**

(Source: PwC Annual Global CEO Survey – Key talent findings
in the financial services sector)

GRADUATE PROGRAMMES

Most major banks have graduate programmes. As a graduate, you undergo a process typically lasting 18 months to two years, where you rotate between jobs and departments at regular intervals in order to expose you to all verticals of the company. Along the way, you will participate in several courses together with other graduates. Graduate programmes are a kick-start to a career in the financial sector.

FINTECH

Fintech is one of the world's fastest growing areas of business. Copenhagen is at the cutting edge of development in this field, with a Fintech community enjoying explosive growth, and the world's first Bitcoin exchange, among other things. Fintech people develop digital solutions that support the financial services and work with blockchain technology, etc. The Fintech environment is perfect for those wishing to use their IT skills to create innovative, groundbreaking digital solutions.

Financial entrepreneur

The entrepreneur rethinks traditional business models, adopts new technologies and creates innovative products for the financial sector. In Copenhagen, it is possible to get a roof over your head and your feet under your own desk in Copenhagen Fintech's entrepreneurial hub, while your ideas develop into fully fledged financial products and services.

COPENHAGEN FINTECH

The World Bank ranked Denmark the easiest place to do business in Europe in 2012–2016, which is just part of why Denmark, and the capital city of Copenhagen, is an attractive market for FinTech activities.

COPENHAGEN FINTECH has the ambition of bringing together all stakeholders with an interest in generating growth in Danish FinTech.

COPENHAGEN FINTECH is the owner of the co-working space & innovation lab COPENHAGEN FINTECH LAB, which is situated at Financial Services Union Denmark (Finansforbundet) in central Copenhagen.

FACTS 2016:

79,000

**JOBS IN THE
FINANCIAL SECTOR**

66,500

**NEW STUDENTS
ON HIGHER
EDUCATION
PROGRAMMES**

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**DO YOU KNOW WHAT YOUR
OPTIONS ARE
IN THE FINANCIAL SECTOR?**

**WE STRENGTHEN YOUR
KNOWLEDGE
AND YOUR NETWORK**

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