



Sinhgad Institutes

Sinhgad Technical Educational Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by NAAC)

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
Telefax : (020) 24356592 E-mail : director_siom@sinhgad.edu Website : www.sinhgad.edu

Activity Report

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|---------------------------|--|-------------------------|-----------------------------------|
| Activity Title | Career Opportunities in Investment Banking | Date & Time | 26/09/2024 11.00 am to 1.00 pm |
| Activity Category | In-house Activity | Activity Venue | Conference Hall |
| Participants | Students/Faculty Members | Numbers of Participants | 225 |
| Name of the Trainer/Guest | Mr. Harshal Geet | Faculty Coordinator | Dr Pradip Thombare |

Description of activity in brief:

Mr. Harshal Geet Started with a session on Career opportunities in investment Banking.

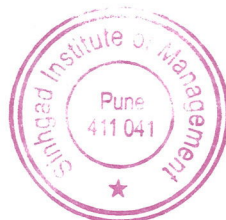
Investment banking offers a range of career opportunities across various functions. The field is known for its dynamic environment and high rewards, but it also demands dedication, strong analytical skills, and a deep understanding of financial markets. Here are some key roles in investment banking:

1. Investment Banking Analyst

- **Responsibilities:** An entry-level role, analysts assist with financial modeling, market research, and preparation of pitch books for clients. They support senior bankers in executing deals.
- **Skills:** Strong analytical skills, attention to detail, proficiency in financial modeling, and software tools like Excel and Bloomberg.
- **Career Path:** Analysts can be promoted to Associate roles or move into specialized areas like private equity or hedge funds

2. Investment Banking Associate

- **Responsibilities:** Associates oversee the work of analysts, handle client communications, and play a more significant role in the execution of deals (M&A, IPOs, etc.).
- **Skills:** Leadership, client management, project management, deeper financial analysis, and deal execution expertise.
- **Career Path:** After a few years, associates can advance to Vice President (VP) positions.





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3. Vice President (VP)

- **Responsibilities:** VPs manage client relationships, coordinate teams, and ensure deal processes run smoothly. They work closely with directors and managing directors to secure business.
- **Skills:** Leadership, client relationship management, negotiation, and strategic thinking.
- **Career Path:** VPs can move up to Director or Managing Director roles with successful deal-making and client management.

4. Managing Director (MD)

- **Responsibilities:** The highest level, MDs focus on client acquisition, business development, and overseeing major transactions. They are key decision-makers and strategists for the bank.
- **Skills:** Strong networking, client management, high-level negotiation, and deep industry knowledge.
- **Career Path:** MDs may eventually transition to leadership roles in financial firms, or even start their own ventures.

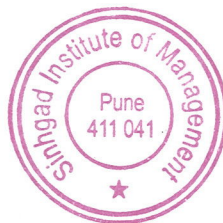
5. Mergers & Acquisitions (M&A) Specialist

- **Responsibilities:** Focuses on advising companies on mergers, acquisitions, and divestitures. M&A specialists analyze financials, assess strategic fit, and guide clients through negotiations.
- **Skills:** Valuation, financial analysis, strategic thinking, and negotiation.
- **Career Path:** Specialists often advance into senior advisory roles or move into corporate strategy roles.

6. Equity Research Analyst

- **Responsibilities:** Provides in-depth analysis of stock performance, company valuations, and industry trends. They support the bank's trading and sales teams with insights.
- **Skills:** Analytical skills, knowledge of financial markets, strong writing, and presentation abilities.
- **Career Path:** Many equity research analysts move into portfolio management or buy-side roles in asset management.

All the students enjoyed this session and ask multiple question on Career opportunities.



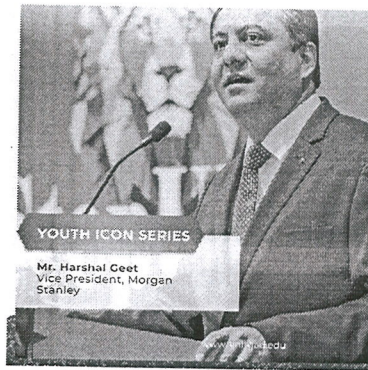


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Photographs of the Activity :



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