

LUMS Financial Services Employment 2020-24 (excl. Accounting & Consulting)

Blue Chip Financial Employers

Blue chip financial employer	Business description	Programme/role		
		Spring week	Internship/ placement	Graduate
Abrdn	Investment Management	1	2	
American Express	Credit Cards		1	
AON	Investment Consulting		2	
Aviva	Insurance			1
Aviva Investors	Investment Management	1	2	
AXA Investment Management	Investment Management		1	
Banca Intesa	Commercial Banking		1	
Bank of America	Investment Banking	2		3
Bank of Ireland	Commercial Banking			1
Barclays	Investment Banking			2
Barings Asset Management	Investment Management	1		
BDO UK LLP.	Forensics and Valuations			1
Blackrock	Investment Management	2	5	3
Blackstone	Private Equity	1	1	
Bloomberg	FinTech	1	1	1
BNP Paribas	Investment Banking		1	2
BNY Mellon	Commercial Banking			3
BP	Oil Trading	1	1	
Capital One	Credit Cards			1
Cazenove (Schroders)	Investment Management			1
Citi	Investment Banking	2		1
Credit Suisse	Investment Banking		1	
Deloitte	Risk Advisory			1
ECB	Central Bank		1	
Financial Conduct Authority	Financial Regulation			2
Fitch	Credit Ratings		20	9
Goldman Sachs	Investment Banking	2	3	4
Handelsbanken	Commercial Banking		3	1
HSBC	Commercial Banking		4	1
Jefferies	Investment Banking	3	7	4
JP Morgan	Investment Banking	3	2	5
Knight Frank Capital Markets	Capital Markets		1	
KPMG Deals Advisory	Financial Consulting			1
Legal & General	Investment Management			1
Lloyds Banking	Commercial Banking		2	
Lloyds of London	Insurance			2
London Stock Exchange	FinTech		1	1

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Marsh McLennan	Insurance	1		
Mazars	Risk Advisory			1
Mediobanca	Wealth Management			1
Mercer	Wealth Management		1	2
Moodys	Credit Ratings	2		
Morgan Stanley	Investment Banking		1	
MUFG	Investment Banking			1
MUFJ	Investment Banking		1	
Nataxis	Investment Banking		1	
Nomura	Investment Banking	3		
PIMCO	Investment Management	1		
PwC Deals (M&A)	Deals Advisory		1	1
RBC (Royal Bank of Canada)	Asset & Wealth Management	1	3	1
RBS	Commercial Banking			2
Robeco	Investment Management		2	
RSM Corporate Finance	Corporate Finance			2
Schroders	Wealth Management	3		
SMBC Bank	Investment Banking		2	
Societe Generale	Investment Banking			2
UBS	Investment Banking		1	
UBS Asset Management	Investment Management		2	3
Zurich Insurance	Insurance			1

Notes:

Spring Week

Offered by most Blue Chip financial employers, this is normally a one-week, non-remunerated introduction to financial markets and the sponsoring firm for first-year undergraduates. Timing is normally late March or April in your first year, to coincide with the Easter break in teaching on your degree.

Spring Week is a great way to start building your network and getting valuable insight into how financial markets work. The top firms use Spring Week as a way of identifying talent early. Securing a Spring Week position significantly increases your chances of gaining an internship or placement position, either with the sponsoring firms or one of its competitors.

The application deadline for Spring Week is the preceding October (or earlier), which means you need to have your application polished and ready to go *before* you start university. This is why our specialist Careers Coaches are available for you to access from June onwards when you make Lancaster your first choice.

Internship/Placement

Internships typically involve 1 to 3-month work experience appointments. A high fraction of financial services employers offer internship opportunities, but competition for places is intense. The roles are usually remunerated and may involve working in a particular role or sampling a

variety of functions within the firm. Internship opportunities may be available over the summer, Christmas, or Easter vacations.

Placements normally involve up to 12 months full-time work with a graduate salary. Most of our programmes include a four-year variant that allows you to embed a placement in your degree, normally in year three. There is also the option to intercalate and complete a placement, in which case you do not receive support from Lancaster during the placement.

Internships and placements provide great opportunities to gain valuable work experience and extend your professional network. Most firms use placements and internships as an extended job interview, with good performance resulting in a job offer at the end of the contract (conditional on completing your degree). There is no obligation to accept such an offer and so you are free to shop around with other firms.

Graduate

A full-time graduate position on completion of your degree. Graduate salaries in financial services range from mid-£20k to >£70k depending on firms and location.