



# SALES & TRADING

## INDUSTRY ONE-PAGER

### INDUSTRY OVERVIEW

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Sales and trading refers to the division of an investment bank responsible for making markets in stocks, bonds, and derivatives. There are two primary functions:

- Sales: Pitch the firm's ideas to clients to sell securities and build relationships with clients.
- Trading: trade securities, typically in two ways (trading for the client or trading with the firm's capital)

### RELEVANT COURSES

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- **BUSI 607:** Capital Markets: Institutions, Players, and Regulators
- **BUSI 618:** Global Financial Markets
- **BUSI 688:** Applied Trading Strategies

### KEY CONTACTS

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Julia Wakeman

### RELEVANT SKILLS AND RESOURCES

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- Passionate about markets
- Exceptional communication and networking skills (sales)
- Mathematical and quantitative ability (trading)
- Successful working in a team environment, as well as independently
- The ability to work under pressure and multi-task
- Excited to learn and work hard

### LOOKING FORWARD

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#### Recruiting Process

Full-time S&T positions are mostly filled by the most recent intern class. The recruiting process for internships after junior year start beginning of sophomore year. Intern classes are typically smaller than IB intern classes.

- Network, network, network (make connections at companies and helps you learn about different products and groups)
- Phone/video first-round interview
- Superday (series of interviews at bank or on zoom)

#### Additional Advice

- Watch the markets everyday (WSJ, Bloomberg, YahooFinance)
- Try to tour the trading floor at a bank (after networking with professionals there)
- Multiple S&T study guides online