



Alumnus Ed Fisher
Subject Economics
Graduated 2007
Place of Work Barclays
Position Manager, Structured Finance



With over 300 years of expertise in banking, Barclays operates in over 50 countries, employing around 145,000 people. Barclays moves, lends, invests and protects money for more than 49 million customers and clients worldwide.

Ed joined Barclays Graduate Training Scheme after graduation. His role is to ensure that debt facilities for all large property and project finance transactions are structured and transacted appropriately, taking into consideration income and lending risk.

Great minds *go on to* great places

Did you consider other universities before Royal Holloway?

I had offers from five universities. When I went to visit all of them Royal Holloway really stood out. As soon as you enter the campus, you've got the huge Founder's building, which is very iconic. Royal Holloway has the appeal of being part of the University of London. Although I didn't have to live in central London and pay central London prices, I could have it on the doorstep. Being a campus university was a big sell over other universities that were integrated into the City.

Was your priority the university or the subject of study?

It was a combination of the two with the university itself ranking above, quite considerably, the subject. Also Royal Holloway was up there because it does a BSc in Economics, rather than a BA. Also, I liked the fact that the course had a good blend between the analytical side of the subject e.g. maths, and the critical thinking e.g. philosophy where you get more involved with the actual theory. It bought the two together very nicely. The course certainly prepared me for what I have gone on to do in my career.

What did you think of Royal Holloway as a university?

You meet so many people from different countries, different ways of thinking and different backgrounds. That's what really attracted me to Royal Holloway.

I used to go into London a lot – there's a good train service. You've also got Windsor Park on the doorstep, Virginia Water, Richmond, Kingston – it's quite easy to get to lots of other lovely parts of the world as well. I lived in Egham while I was at University. I liked Egham so much that I stayed there for the first year whilst I was working at Barclays and commuted into London. It's a small town and it's got everything you want.

Were you involved in any extracurricular activities?

I participated in the Economics society – we went on trips to the *Economist*, Bank of England, Houses of Parliament and many more – there were also free-style economic debates. The society backed up what you were learning.

Did you do an internship?

Yes. The Careers Service promoted hundreds of internships all over Europe and in different industries and suggested options for me, on the back of which I made applications. They helped with my CV, the interviews, practice dummy runs and online tests.

I did a three month internship at HSBC which helped tremendously because it confirmed that I wanted to go into banking and also what type of banking I was interested in. I have no doubt that my internship at HSBC was one of the big deciding factors in me getting my job at Barclays.

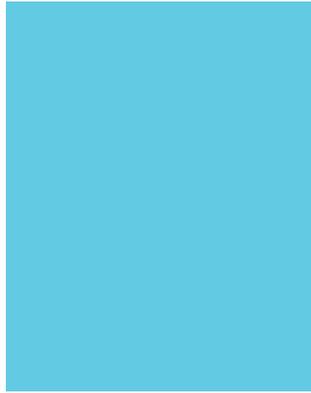
What is the most important thing that Royal Holloway taught you?

The most important thing for me was learning to have an open mind and seeing things from a different perspective. When I came to Royal Holloway I was fascinated to meet so many international people. Now working for a global company I have clients from all over the world – my RH experience has certainly helped me in this sense. On the academic side of things, I know that having a good degree from a good university certainly helped me achieve what I have at Barclays.



people with passion

“Alumni in the City was a great opportunity to learn more about the business world from those with more experience.”



What did you learn at Royal Holloway that helped you develop your career?

In my degree there was quantitative analysis which is very important in the role that I am doing now. The projects I work on are quite complex. If you understand the mathematics of a transaction that you are funding, you will understand the risks and structure the right deal with the bank.

What exciting projects have you been working on?

We worked on two projects at the University of Exeter last year – both complicated quasi-PFI (Private Finance Initiative) transactions. The two deals comprised the construction of over 3,000 new accommodation rooms and a new teaching facility with a combined project size of over £200 million. This was a particularly enjoyable project for me because Exeter was one of the universities I applied to and funnily enough, one of things that put me off going there was the quality of the accommodation. In comparison, when I was shown round Wedderburn at Royal Holloway it was brand new with en-suites.

Have you had any international experience?

I'm exploring opportunities to work aboard with Barclays for a year. There's a wealth of opportunities to do that. In the graduate programme there are overseas opportunities also, depending on the programme.

What's it like working for Barclays?

It's fantastic to be working for a bank that has been lending through the recession in the property sector – Barclays is seen as one of the safe harbours, particularly when compared with our competitors.

In the Barclays graduate recruitment scheme you spend one year in one placement and the second year in another placement, which allows you to gain a good depth of knowledge. The scheme is really flexible. They also sponsor people with international work permits – this is something a lot of companies don't offer.

There is a buzz working in Barclays Head Office; it's where things in the company happen. Also, there is a good sports and social side. I also get to socialise with clients because of my role.

Have you been back to the College since graduating?

I have presented to the Freshers and have been to a quiz at the Hub. Also, I've been to a few alumni events e.g. Alumni in the City which was really useful, and I've subsequently met up with a couple of people that I met there that I didn't know previously. It was a great opportunity to learn more about the business world from those with more experience. These networking events are a useful way for recent graduates to get career guidance and potentially find business contacts for employment.

Do you have any career tips for current students?

Take time to research and take advantage of the Careers Service who do a lot of the research for you. If you do your research beforehand you are much more likely to get what you want and more likely to enjoy it when you get there. It seems a very logical step to say I've done an economics degree therefore I should do something related to finance – this is not always the case. There are people in my team that studied French and Physics amongst others. You should do your research – find out about the company, what they have to offer, go to the graduate careers fairs that RH holds annually – take advantage of all these things.

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