Thursday 20th October: Banking and Beyond

SPEAKER PROFILES

Alexander Rennie
Bespoke Investment and Hedging Solutions, TFS Structured Products

Alexander started his career at TFS Structured Products in 2012. Since then he has grown their presence in the UK and initiated their coverage of the UK, Middle East and Asia region, building relationships and helping clients find derivative solutions that may not have previously been considered. He describes his role as dynamic, challenging and entertaining. The best thing about his job is that he “is paid to make friends and socialize”, although “dealing with dishonest clients” can prove to be a challenge. His BSc in Economics at Royal Holloway gave him a good grounding of financial knowledge and in addition, the cosmopolitan background of the students here gave him the confidence to interact with clients from around the world.

A piece of advice: “Knuckle down and don’t give up.”

Andreas Germaschewski
Financial Analyst (M&A) at Robert W. Baird & Co

Andreas started off at Baird as an intern, progressing to the role of full-time analyst, which he describes as “client-focused, detail-oriented and demanding”. One of the best things about his job is getting to know a large number of companies and industries in a short period of time and learning how to think about them. The biggest challenges are the level of accuracy required and general workload. Apart from the hard accounting knowledge acquired during his BSc Management with Accounting degree, Andreas believes that Royal Holloway’s focus on research actually helped him learn a lot. New joiners are surprised at how often we are required to quickly dig into a topic and present something feasible to our client or potential buyers on deals.

A piece of advice: “Do as much research as possible into different roles and segments of the financial industry and find out through conversations and work experience what best fits your skills.”
Inoue Quartier

Management Consultant, Capco

Inoue is currently working as a Project Manager/Change SME - PRA Bank of England Stress Testing. One of the best things about his role is managing a team of six business analysts and being responsible for the delivery of a stress testing risk tool to Barclays Bank to ensure timely and coherent execution of the upcoming 2017 BoE (Bank of England) stress test. It can also be challenging working with and managing multiple and conflicting stakeholders in Business, Change, and IT.

A piece of advice: “Be REALISTIC: many graduates assume working in finance is all about being an investment banker; my advice is to develop a good understanding of the types of roles that exist in finance and how you are best suited to them. KNOW YOUR CONTENT: develop a deep understanding of the industry as a whole and illustrate how and why you want to enter it.”

Hana Tranova

Relationship Manager, Barclays

Hana is a Relationship Manager for the Private Equity Funds Team at Barclays. As part of the front office team, she represents the bank in the eye of the client. This means being the first point of escalation for the client if anything goes wrong.

Hana and her team strive to be the best partner to the clients. She and her team support the Relationship Directors to get deals done within the deadline and any issues addressed. In doing so they maintain a good relationship with the clients which ultimately translates to high trust, larger wallet share and higher income for the bank.

Her role is definitely very challenging as it requires a lot of communication both externally (with clients) and internally (internal teams). Hana says: “It’s tough at times when you have to deliver bad news to the client or defend your case to get things done internally on behalf of the client. At the same time however, it teaches me how to effectively negotiate and turn the situation around in many unfavourable occasions. It always feels extremely satisfying when I manage to get something done that other colleagues considered not possible. Oftentimes it’s about how you communicate”.

Her time at Royal Holloway ultimately steered her into a career in banking. Hana found inspiring and ambitious friends who changed her views, and the more she dug into a finance career, the more she became convinced it was something she wanted to pursue.

A piece of advice: “Don’t be discouraged if you don’t get in through the usual graduate scheme route. I didn’t, and they found me instead. The DOOR IS NOT CLOSED if you don’t get into a graduate scheme. Just make sure you know what you’re going into and you won’t be disappointed about your choice.”