

Rufus uses this opportunity to emphasize the financial skills of importance to his potential employer, as well as listing the critical subjects of Derivatives, Fixed Income, Equities Analysis, and Financial Modeling/Programming, in terms his potential employer will understand. He is making himself a quantitative finance major.

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Again, Rufus has limited private sector experience, so he presents his activities at school as work experience, because they are highly relevant to his future career. Note also, that he emphasizes his finance related activities, though if he has significant accomplishments in engineering he would also want to list those.

Objective: Seek a challenging position in structured products/derivatives research.

Education: **California State University, Los Angeles**
Bachelor of Science in Electrical Engineering, Minor in Finance. Expected June 2015.
Areas: Derivatives, Fixed Income, Equities Analysis, Financial Modeling/Programming.

- Extensive experience in equity and asset valuation from management of student fund
- Have taken nearly all of the finance classes required for a finance major

Pasadena Community College
Associate Degree in Mathematics, June 2012

Professional Skills:

- Financial modeling using C++, Matlab, and Excel
- Financial modeling of financial statements and forecasting
- Familiar with some derivative pricing models
- Knowledge of Engineering issues that can be used for analyzing equities

While it would have been preferable to show an internship or work experience, if you don't have it, just show that you were in school. Many employers are sensitive to resume gaps. Don't assume they will figure it from the info at the top of the page.

Work Experience:
2012-Present California State University, Los Angeles
Student, Electrical Engineering

- One of five university students selected to represent CSULA in this year's CFA Research Challenge
- *Management of \$200,000 student investment fund, analyzed several stocks, made several successful recommendations*

2010-2012 Pasadena Community College
Student, Mathematics

Rufus is ex-military. It is always a challenge to translate military jobs and accomplishments into terms that civilians can understand. But he lists his accomplishments in lay terms to correct for this. Notice that he articulates his functions in terms of achievements, (e.g. I did...):

2005-2010 United States Navy
Petty Officer 2nd Class, Electronics Technician

- Responsible for managing seven technicians and maintain ship's electronics suite aboard Amphibious Warfare Ship USS Gallegly
- *Promoted* four times to reach senior petty officer ahead of schedule
- Improved maintenance and training program, *resulting in a 30% increase in electronics availability.*
- *Received two letters of commendation for improvements under my leadership*

Achievements: *Two Navy Letters of Commendation for Outstanding Managerial Performance*
Academic Honors, Pasadena Community College (2012)

Military letters of commendation rarely spell out in lay terms what they are for. You'll have to articulate it in language civilians can understand.

This is where an objective can be of great value, an engineer applying for a finance position. Without it, someone receiving the resume may wonder what to do with it. Rufus has chosen to target structured products/derivatives research; a good choice because both are related, and those positions are an immediate match for his portfolio of skills.

However, he might also appeal to a less quantitative investment banking group, or to risk management, because of his math skills and perceptions of his intellect. If he tries to make his objective too broad, he may look like he doesn't know what he wants—firms don't like that. It's a choice he'll have to make. In either case, tailor your resume to the position/firm you are applying to, as he Rufus has.