

# MASTER OF FINANCIAL ANALYSIS NEWSLETTER

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MFinA Mixer 2020

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An interview with Reshma Shetty, MFinA class of 2015

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**Congratulations**  
to the graduating  
**Class of 2020**



## It Was a Special Night . . . MFinA Mixer 2020

In these unsettling times of the global COVID-19 pandemic, which has compelled us all to stay at home, let us take a little walk down memory lane and recall our first ever, very successful MFinA Mixer event. Fun would be just a moderate description of the RBS MFinA occasion. It started as the 5<sup>th</sup> anniversary celebration of the MFinA program at RBS, but soon grew into a memorable gala, which could not have come at a better time.

A special night for all Rutgers MFinA current students, along with faculty and alumnus, to bond at the Rutgers MFinA Mixer. It was a perfect opportunity to meet with some previous alumni of the years passed, as well as potential new students. The evening started with slow music and networking, followed by mouth-watering food, and ended with a pump of lively music, along with Karaoke, games, and photos with friends, faculty, and staff that we will always treasure.



Cheryl Daniels, Chris Maniscalco (class of 2016), Dean Lei and Jane Foss.

The MFinA Mixer 2020 was the start of a new tradition at RBS. Its success will result in people looking forward to it well into the future; the torch of which the future generation has to carry on. Cheers to many more MfinA Mixers!

Special thanks to the students, faculty and staff who organized this inaugural event.

# An interview with Reshma Shetty, MFinA class of 2015

## Who or what has influenced you most professionally and why?

I would have to say the women in my life; my daughter, my sister and my friends who have juggled multiple responsibilities but accomplished so much as professionals in their fields. I moved to Saudi Arabia when I was 21 years old, as a young mother and a wife. Most women had very few options professionally and in terms of personal freedoms. I was lucky to be surrounded by women who aspired to do more in terms of their professional and personal lives. I also believe in continuous improvement, which was what lead me to apply for the MFinA program at RBS. I wanted to update my education and skills. It was a great experience to meet other inspiring individuals like Marjorie Tsang who came to speak to the MFinA students about her experience in the field of Finance.



## Where are you currently working and in what role?

Currently, I am working at CINJ as a research assistant.

## What RBS MFinA courses did you find most valuable/applicable to your current position?

The courses that lay an emphasis on ethics, project management and Excel, of course. Just like in Finance, the healthcare sector requires specialized training for professionals to stay compliant. And most importantly, data analysis.

## Did you find the career counseling adequate at RBS?

Ours was the first graduating class of MFinA students, so it was a different experience in terms of career counseling. We did use the RBS services but did not have a MFinA dedicated counselor back then. However, in the subsequent years as alumni, the program has provided us with career counseling services and great opportunities. For example, recently I met with John Renaldo, who offered me resume tips and helped me get my resume uploaded on the RBS career website.

## Did RBS MFinA prepare you well to adhere to the highest codes of ethics and professional standards out in the real the world of corporate finance?

Yes, it did. We had guest speakers who discussed these issues, using contemporary examples. Almost all of our professors would stress on the code of ethics expected from Finance professionals; not only because it figures prominently on the CFA exam, but also because of the disastrous effects any transgressions would have on people's lives.



## An interview with Reshma Shetty, MFinA class of 2015 (Continued)

### What publications do you read regularly to stay current with trends in the industry?

WSJ, Risk & Compliance Journal, although I am not in the world of Finance currently, and Aon Real Estate Advisor.

### What words of advice do you have for students in the MFinA program at RBS now, or for young adults considering this program?

I would say it would be great to do a master's program after some work experience. It will help them focus on the aspects of Finance they would like to go for. For example, I did not want to pursue a CFA designation, but this program opened me up to other Finance-related options. Some of our alumni completed SAS certification and moved to positions in banking, biotech and so on.

### Any other thoughts you would like to share with RBS MFinA faculty, staff, and students?

I think it is very important to inculcate the concept of Alumni Relations from the very beginning. This program has a lot of international students, so for many of them this might be a new concept.

## Bloomberg Business Lab Ribbon Cutting Celebration



RBS has expanded its longstanding partnership with Bloomberg, Ltd. and recently held a ribbon cutting ceremony to celebrate the installation of additional Bloomberg Terminals at RBS-NB and the creation of the new Bloomberg Business Lab; a pleasant and convenient location where students can use the machines to conduct research and further their growth in the financial world. The Bloomberg Terminals are embedded with a variety of resources and beneficial tools that are

used in several RBS courses in both Newark and New Brunswick. Integrating the Bloomberg Terminals into finance classes has had a positive effect on students' learning and job placement, and is an example of just one of the innovative projects here at RBS Newark and New Brunswick.

Thank you to Dean Lei, Dr. Ivan Brick, Professor Fred Hoffman and others for their continued commitment to providing RBS students with essential tools and opportunities to expand their market knowledge and pursue successful careers in the financial markets



(L-R) Eric Balchunas, Bloomberg Intelligence, Dr. Ivan Brick, Dean Lei Lei, Lisa Abramowicz, Bloomberg Joel Weber, Bloomberg Business Week,

# An Interview with Maggie Jiang, SVP of Corporate Banking Bank of China; Board of Directors, The Chinese Finance Association

- By Arya (Silu) Zhang

Rutgers Master of Financial Analysis Program hosted a TCFA panel (The Chinese Finance Association) for our students in November 2019 and our social media team followed up with Maggie Jiang to gather feedback and suggestions to our students. Maggie Jiang is currently SVP of Corporate Banking with Bank of China New York Branch. Her responsibilities include origination for cross border and domestic M&A, Project Finance, and Structured Finance. Ms. Jiang is a TCFA Board of Director member elected 2018 and former President of TCFA. Below are some highlights of her insights.

**What advice do you have for students who are preparing to work in the finance industry?** It is important to network with people in the industry. Get in touch and socialize with professionals you usually cannot meet in school. It will add a new point of view for our students. Another crucial skill to develop is technological skills. The banking branch is going digital. Students need to be able to understand what the next digital economy is going to bring and how are they going to participate in and contribute to this economy. Right now, automation, data, and solution companies are playing important roles in the economy.

**What is the goal of TCFA's relationship with Rutgers University?** The Chinese Finance Association is aimed to help Chinese students who are studying in the U.S. All the founders came to the U.S. a long time ago, and we see ourselves in these students. We hope that you become a member as you enter the workforce and continue to contribute to the community.

**What is TCFA's mission in the finance industry?** Our mission is to help the exchange of financial information between the U.S. and China. People are able to listen to unfiltered voices from both sides. We invite speakers to China and Chinese speakers to the U.S. and provide people direct access to information.

**How can Rutgers students capitalize on networking with TCFA finance executives?** Students should take the opportunity to attend the TCFA annual conference and other events. It is a great platform to meet people in the industry. TCFA sponsors attract companies from both the U.S. and China. And these companies might have a branch in China or the



intention to expand in China. It is a great resource for employment opportunities. Chinese international students may face difficulties with visa and H1B sponsorship, thus they should plan early based on their timeline and career goals. But their bilingual skills, experience in both countries, and academic background from a reputable school make them very employable.

## Panelists from TCFA

**Sunil Gangwani**, Federal Reserve Bank of New York, Large Bank Supervision Group

**Maggie Jiang**, SVP, Bank of China New York, Corporate Banking & Investment Banking

**Joy Zhang**, ED, MSCI Securitization Research.

**Wenzhe Zhao**, Director, Credit Suisse, Economist

**Shirley Zhu**, MD, Bank of America Merrill Lynch, Large Cap Equity

# CAREER COUNSELING CORNER by John Renaldo

## **JOB SEARCH STRATEGIES FOR SPRING 2020 GRADUATES**

How searching for a job has drastically changed since I had initially planned to write this article! In just a few short weeks, our 2020 MFinA class will be attempting to enter a workforce that has been significantly altered by a global pandemic. Uncertainty is everyone's new reality.

While it is still too early to know how fully this pandemic is going to impact the economy, one thing is for sure; it has affected companies' hiring processes. Therefore, when searching for a job, graduates cannot continue business as usual. This might mean becoming slightly more flexible and open-minded regarding their job search parameters. That is, students may now need to consider "what" opportunities are available rather than pursue the job that they had initially envisioned – and target those companies/industries that are hiring. Now more than ever, it is essential that students apply the principles that we embody at RBS to their career management process - to become even more **Resilient**, more **Resourceful**, more **Responsible** and, most importantly, **Reinvent themselves!**

**Resilient** - *It's a strange time to job search for sure, and it will be tempting to become frustrated with the new pace of hiring. However, students must take this opportunity to alter their job search strategy and develop an even more effective way to job hunt – to face adversity and persevere from these challenging conditions – by readjusting expectations but still focusing on their strengths, competencies, and what makes them unique. The job market still has opportunities, and the people who land them are going to be the ones who are persistent with their search.*

**Resourceful** - *It's no secret that a strong professional network can drastically increase one's prospects of securing a job. Studies have shown that 70-80% of jobs never get posted online - they get filled directly through referrals. Professional networking is key to any job search, and it shouldn't stop now that we can't meet in person. In addition to submitting resumes online, students can take this opportunity to strengthen their professional network by reaching out directly to hiring managers and the RBS alumni network to connect and seek career advice.*

**Responsible** - *During these crazy times, it's critical to take ownership of YOUR job search, it must be a priority if you want the result you are seeking. To do this, students need to determine the best way to find a job that works for them. The key is using a combination of available methods - including social media, job boards, personal contacts, alumni (graduate/undergraduate), recruitment agencies, CES, and the RBS office of career management. For international students, it might also mean considering opportunities outside of the U.S., or even accepting unpaid work assignments under their OPT requirements.*

**Reinvent yourself for the digital era** - *There's an old saying "don't try to reinvent the wheel" - which means don't waste a great deal of time or effort in creating something that already exists. However, searching for a job in the current climate, you must adjust accordingly and clarify your goals. With the majority of the workforce working remotely, scheduling informational interviews has gotten a bit easier. You can take advantage of this by sending introductory emails seeking advice regarding your career path.*

Though the numbers are less, people do get hired through job postings during economic slowdowns. So, when applying to job postings, it's best to be proactive and tailor your resume/cover letter for each position. You can also reach out directly to the hiring manager/recruiter after submitting your application, or follow up within a couple of weeks to inquire about the application status.

More than ever, professionals will be turning to your online presence to get a better understanding of who you are, so now is a good time to fine tune your LinkedIn profile. It should be made public with a professional photo, a creative headline, and include your elevator pitch in the summary. Another way to network online is by building your digital presence - make yourself more visible online by showing that you know your industry through your social media posts, articles and content shared.

The leadership at RU, RBS, OCM, and MFinA have put together a sound plan to navigate the remainder of this semester so that our students can complete their coursework and progress to their degrees. As the Career Counseling Officer supporting the MFinA team, I am also committed to assisting our students during these challenging times. Please reach out to me for career management advice at [jrenaldo@business.rutgers.edu](mailto:jrenaldo@business.rutgers.edu)



# Lunch & Learn

## Michael and Donna Chlopak - by Arya (Silu) Zhang

Rutgers Master of Financial Analysis Program hosted a Lunch & Learn event with Mr. Michael Chlopak and Dr. Donna Chlopak on February 7, 2020. Mr. Chlopak worked for 37 years at Citibank before retirement. He is now a commercial real estate investment advisor, adjunct professor at New York University, and a distinguished Executive-in-Residence at Rutgers Business School. Dr. Donna Chlopak, *Dr. Donna Chlopak, is a managing director of Business Reactions and is an adjunct professor at several area business schools, including Seton Hall University. She has also been active in the field of career consulting and wrote a book called, "Learning to Fish in the Twenty-First Century - Navigating the Career Waters to Find and Land a Choice Position."*

Based on the enlightening Lunch & Learn session, here are some of the highlights and questions students should be considering during the important job search and interview process.

Students need to think from the employer's perspective and ask themselves:

- How do you add value to the company?
- How do you make the company/project better?
- How do you solve a problem the company is facing?

To better understand the company, students should research the prospective company, its culture and its newest and most exciting projects. You may learn about the company culture from talking with people who work there, people who are leaving the organization, and popular rating websites. However, different departments within the same company can have different cultures, so be thorough.

When you are being interviewed, you are also interviewing the company. You should be sincere with yourself and learn about your own personality and style, and think about whether you are a good fit for the job and the company, and whether the job and the company are a good fit for you and your professional aspirations.

Another important thing is networking. **Networking does not happen only at networking events. Valuable, informal networking can happen at any place, at any time.** Do not be afraid to introduce yourself to others; say hello to people who are in line getting coffee behind you or at a social gathering. You never know who you are going to meet. The more people you interact with, the more likely you are going to find someone with similar interests, or with a personal or professional connection to someone at a company you may be interested in joining.

During the job search, it is also important to understand what the employer is looking for. Students should read the job description very carefully, do research about the job location, salary, and corporate culture. Read comments about the job and ask yourself if the company and position are what and where you want to work - *before applying. Do not waste your time, or the organization's, if you are not truly interested in working there.*

Before the interview, students should do research about the company, department, position, industry, relevant current events, and its competitors. Useful information can be gathered from company news and company



## Michael and Donna Chlopak (Continued)

websites. The interview process is not just a conversation, it is also a presentation and a power negotiation. **Be confident.**

Students need to prepare for self-analysis by answering the following questions:

- What are your professional strengths and weaknesses?
- What are your expectations?
- What do you want from the position and from the organization?
- And what can you contribute?
- What are your most valuable skills, and how do they help satisfy the company's needs?
- What are your professional interests, both short and longer term?

Besides preparing for traditional interview questions such as, "Tell me about yourself," and "Why do you want to work for us?" you need to be able to tell them about your story. Plan ahead and practice sharing your journey with trusted friends and advisors. Talk about what you have done, why you did something a particular way (to illustrate problem solving skills and the ability to think outside the box), and what you have accomplished. When answering interview questions, it is an opportunity for candidates to talk about their leadership qualities and project management experience, using real examples, to show that they are flexible, organized, able to plan, take initiative and follow through. Besides answering questions, you can also ask a few thoughtful questions to learn more about the position and the people you might be working with, and to **demonstrate that you have done your homework on the company.**

Examples of suitable questions are:

- What do you like about working here?
- How can I be successful in this position?

At the end of the interview, you may ask:

- What should I be doing in the first 6 to 12 months that would make you feel that you hired the right person?
- Do you have any concerns about my qualifications and experiences?
- What is your timeline for filling this position, please?



By the end of the interview, please remember to thank the interviewer (by name!) for their time and for the interview and be sure to express your sincere interest in the position one more time.

The MfinA students are very grateful to Mr. and Dr. Chlopak for attending the recent Lunch & Learn, and we thank them both for taking time out of their busy schedules to share their talents, experiences, and sound advice with RBS MFinA students. The MfinA students also wish to thank RBS for organizing these meaningful events.

Good luck to all my RBS classmates as we prepare for this next phase of our educations and careers.



## Lunch & Learn

### Breogán Vázquez, Founder and Chief Investment Officer of Breogan Capital

**Breogán Vázquez** visited MFinA students and gave an enlightening presentation on working on Wall Street. He believes in doing extensive background preparation before meeting with a client with company management. A very personal approach to business has been the successful model for him.

Breogán Vázquez shared his description of the investment approach that he has followed during the past 16 years, highlighting the process from research to idea generation, evaluation, execution, and portfolio management. Some of these are obvious and simple concepts in themselves, but I do want to stress the importance of adhering to a disciplined approach as the key to performance.

Breo's biggest piece of advice to achieve success:

**From 7 am to 5 pm you work for your boss. From 5 pm onwards, and on the weekends, you work for yourself.**

The CFA Boot Camp, a prep workshop for the CFA exam, will be held remotely this year. Dr Andrew Spieler, CFA, FRM, CAIA will be the CFA instructor for the 4 day bootcamp,

**Please note the following updates regarding the CFA Exam:**

June 2020 exam has been cancelled

Dec 2020 is the next date offered to Level 1 –

please note this will be the last paper-based exam administered.

All future exams will be a computer exam taken in a testing center.

Content and curriculum will remain the same



# MFinA Video Corner

Featuring Arya Zhang, Class of 2020

Please take a moment to hear from MFinA student, Arya Zhang, and learn her thoughts on the MfinA program at RBS. This video is the first in a series of videos by MfinA students, where you can hear what they really think about the program, and its impact on their learning, their career, and future goals.



Thank you, Arya, for being the first to participate in this new feature and for sharing your thoughts on the MfinA program at RBS.

[https://drive.google.com/file/d/1F\\_K0Gefn9nAErrRCAOp9-mR\\_nrtAueze/view?usp=sharing](https://drive.google.com/file/d/1F_K0Gefn9nAErrRCAOp9-mR_nrtAueze/view?usp=sharing)

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