

The?Insiders Guide to?the Best Jobs on Bay Street

By Joe Kan

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"I wish this book had existed when I graduated as an electrical engineer and was first looking for a job on Bay Street. It was a very informative and engaging read. Every new graduate looking to land a position in the investment business would greatly benefit from reading this book and if you're not currently looking for a job on Bay Street, you may start looking for one after reading the book."

—**Steve Duenkler, CFA, Partner and Portfolio Manager, Flatiron Capital Management Partners**

"I believe this guide is the first and only one of its kind in Canada. It will be a huge resource for MBA students, and any jobseekers trying to break into the capital markets arena, in that it offers insights into some of the most coveted jobs in the business – from identifying the jobs, to outlining the expectations and responsibilities, to giving guidance on the elusive topic of compensation."


—**Karen Theriault, Director, Corporate Connections Centre, Joseph L. Rotman School of Management at the University of Toronto**

Competition is fierce for the most coveted positions in the world of finance. Every year, new graduates and young professionals vie for these prized investment jobs. Joe Kan, a chartered financial analyst and a seasoned headhunter on Bay Street, shares the knowledge gained over the last couple of market cycles and draws from industry contacts to put together this definitive insiders guide to the most sought-after and potentially lucrative jobs on the Street.

As in his previous books (the best-selling two-volume *Handbook of Canadian Security Analysis*), Joe has pulled together some of the best-regarded and most successful professionals on the Street, to offer the inside track on the best jobs in the financial world—from entry level to those with seven-figure pay packages.

- Features the nine hottest jobs in the investment industry: research associate, sell-side equity analyst, institutional equity sales, institutional equity trader, investment banker, equity capital markets professional, venture capitalist, portfolio manager, and hedge fund manager.

- Each chapter provides an overview of a specific financial role, as well as detailed information on education, compensation, industry certification, "a day in the life" of a professional in that job, a profile of the ideal candidate, and practical tips that give jobseekers a competitive advantage in the recruitment and interview process.
- Offers valuable insights from insiders in the industry, including the people who do the featured jobs, and advice and perspective from the managing director-level professionals who do the hiring.

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Editorial Review

Review

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"Joe Kan's book provides an excellent insight into the various opportunities in the financial world, what it takes to get there, and what's involved once you've arrived. Those of you looking for jobs in the investment industry are well-served by Joe's research and insights into the different parts of this fascinating business."

Patrick O'Toole, CFA, and President of the Toronto Society of Financial Analysts

"This book provides an insider's look at the competitive world of the investment business and is a valuable resource for anyone pursuing or considering a career on Bay Street."

Daniel Muzyka, Dean of the Sauder School of Business and RBC Financial Group Professor of Entrepreneurship, The University of British Columbia

"An extremely useful and relevant guide to careers in the Canadian investment industry. The book combines detailed job descriptions with real world tips and insights from industry practitioners to provide a complete picture of Bay Street's major job categories. This book is strongly recommended for people seeking employment on the Street."

Joseph Sirdevan, CFA, Director of Research, Jarislowsky Fraser Ltd.

About the Author

Joe Kan, CFA, is a headhunter based in Toronto, Canada. His practice (www.theheadhunter.ca) is focused on recruiting professionals in institutional equity sales, trading, research, and investment banking. Prior to founding the firm, he worked as an equity research associate at a mid-sized investment dealer and then in institutional sales at a couple of independent boutiques. He holds a Bachelor of Commerce from the University of Windsor. He is the editor of the best-selling two-volume *Handbook of Canadian Security Analysis*, also published by John Wiley & Sons.

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