



Hiring Managers' Expectations for New Graduates



Canadian Securities Institute
A Moody's Analytics Company

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Meet The Presenters



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CIBC



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Sr Manager, Talent Acquisition

CIBC



What entry-level opportunities are available for students to enter the financial services industry?

Banking Career Progression

Starting Your Career

Growing your Career – Future Opportunities



Customer Service Representative



Universal Banker



Financial Services Representative

Choose your path

Private Banking Advisor

Mortgage Advisor

Financial Advisor/Planner

Business and Commercial Banking

Financial Planning Consultant

Bank Management

Continued Learning - Increasing client complexity and advisor capability



Wealth Management Career Progression

Starting Your Career

Growing your Career – Future Opportunities



Associate Financial
Advisor

Choose your path

Investment Advisor

Wealth Manager

Relationship Manager

Wealth Strategist

Portfolio Manager

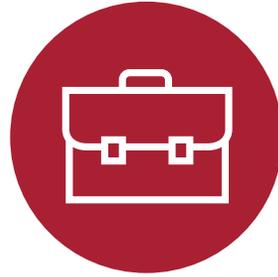
Estate & Trust Specialist

Continued Learning - Increasing client complexity and advisor capability





Can you provide an overview of the recruitment process?



What are some gaps in expectations before and after joining the Canadian financial services industry?

How can students stand out amongst other applicants?



Start working towards obtaining your credentials along with your degree/diploma program



Build on your soft skills by working part-time in customer facing roles



Build your professional network by attending industry events and online interactions



What is CSI doing to connect qualified candidates with potential employers for open positions?

How to get started?

To kick-start a promising career in Canada's financial market, CSI offers two foundational licensing courses:

- The Canadian Securities Course
- The Investment Funds in Canada Course

CSI's courses and certifications provide you with a seal of approval that will earn you recognition from top-tier financial institutions.



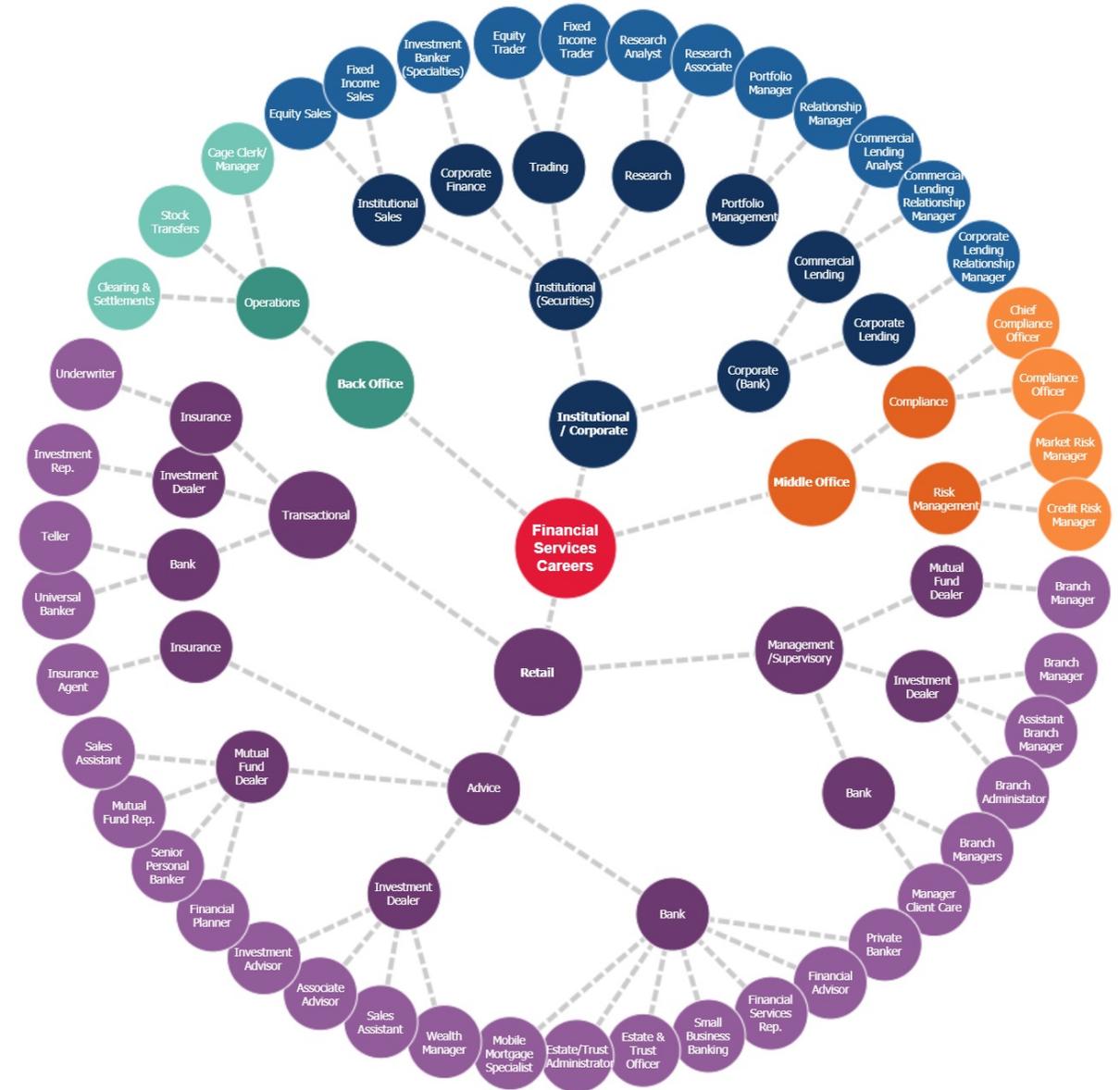
Career Map

csi.ca/careermap

How to use the Financial Services Career Map and Job Finder Tool

STEP 1: Search and explore multiple career options and learn about the different roles and opportunities available in the financial services industry.

STEP 2: View the recommended courses and credentials to make those goals a reality. You can also see the active job listings in the market for each role to better understand the requirements.



Q&A and Contact Details

To begin learning, visit csi.ca/students



OVER
50
YEARS OF TRAINING
EXPERIENCE



OVER
750,000
ALUMNI



OVER
135
E-LEARNING
COURSES



OVER
16,000
CREDENTIALLED
DESIGNATION HOLDERS



OVER
250
INSTITUTIONAL
CLIENTS

Questions? Email designations@csi.ca

Thank you