



Canadian Securities Institute  
A Moody's Analytics Company

# Beyond CSC<sup>®</sup>: How to Jump-Start Your Financial Career

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# Meet the panelists



**Idrees Deen | Host**

Head of Marketing and Learner Services, CSI



**Rui Barreto | Moderator**

Director - Client Service Specialist, CSI



**Riyad Salam, EMBA**

National Director - Client Segment Strategy,  
Health Care and Business Services, RBC

# Agenda

1	Introductions
2	Career Opportunities in the Financial Services Industry
3	What Employers Are Looking for Beyond Licensing
4	What to Expect as You Enter the Financial Services Industry
5	Q&A



What career opportunities does the financial services industry offer?

Where can new entrants begin their job search?

# Getting Started

Job seekers and new entrants should consider additional factors when it comes to maximizing their chances of landing their first job.

While licensing is crucial and opens many doors in the financial services industry, complementary skills are highly sought-after.



Communication  
& Soft Skills



Networking

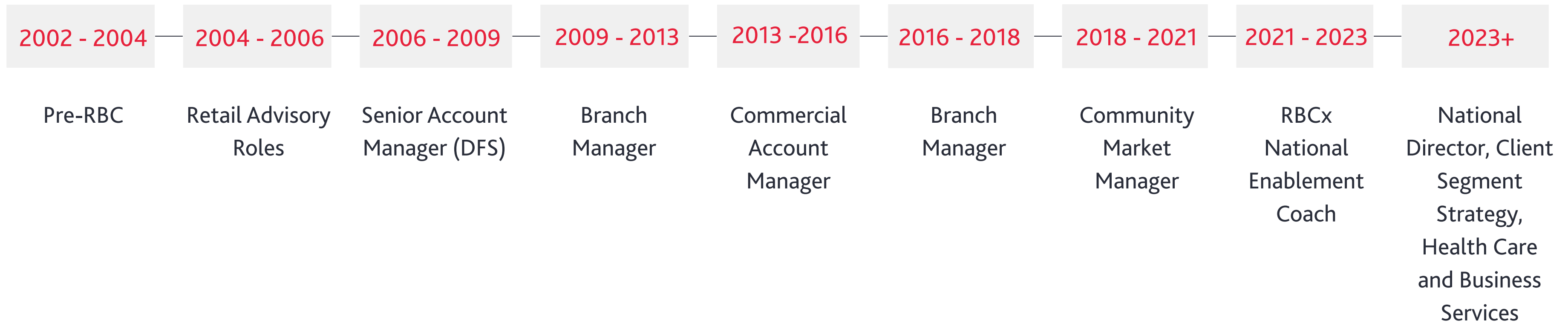


Customer-facing  
Job Experience

[csi.ca/careermap](http://csi.ca/careermap)



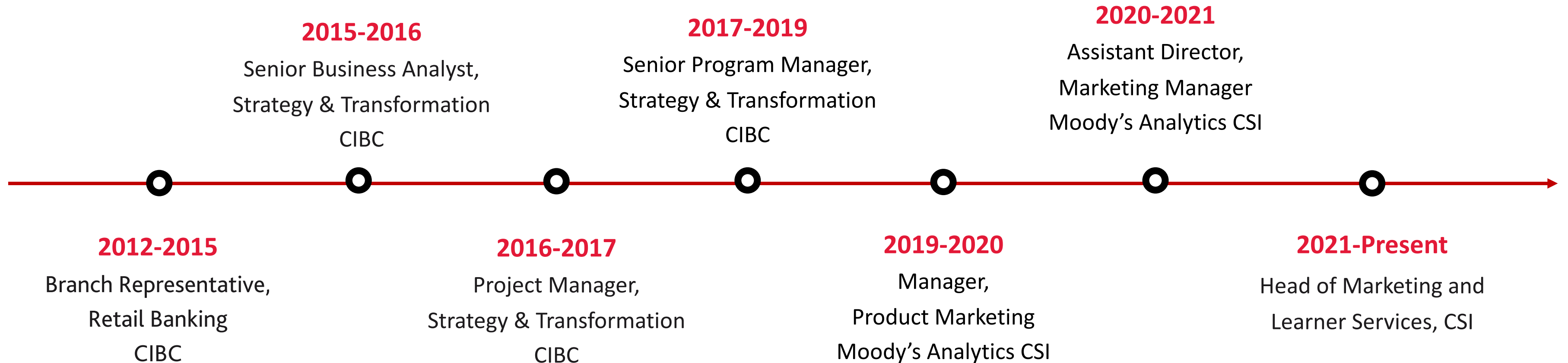
# Riyad's Journey at RBC



"The greatest glory in living lies not in never falling, but in rising every time we fall."

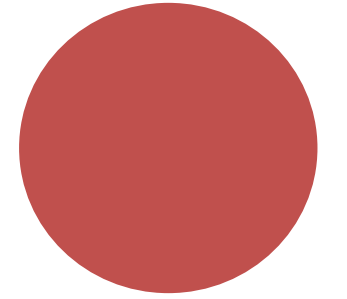
– Nelson Mandela

# Idrees's Journey





What are some of the challenges that people can expect as they navigate a career in financial services?



# Understanding the Challenges

## Lack of clarity

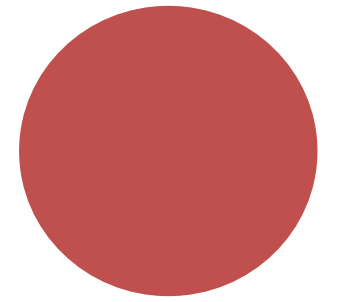
- What is my career pathway?
- What skill and experience is required?

## Lack of support

- Have I built my brand?
- Do I have an internal support system?

How can they set themselves up for success?

Can you talk about how new entrants can enhance their skills to help them stand out in a competitive job market?



# Steps to Success

## 80% of the Work

1

Identify your dream role

2

List the skills that you think are important for that role

3

Identify your strengths and what you need to work on from this list

4

Look for the resources and connections to help you expand your skillset

## 20% of the Work

Work on individual skills to get better

- Observe
- Read
- Practice
- Mentor

# Q & A



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courses, visit [csi.ca](http://csi.ca).

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