

# 1 End of Semester Stuff

## 2 Landing the Job You Want

- 1 Varun Dube
- 2 Vishal Shah

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## Changes

- Board
  - Chief Marketing Officer – Newsletter, Brochure, Advertising
- Chairs
  - Mike → Finance. Robert → Math. Econ → ?
- Club Structure
  - More focused on Portfolio. Alternating Thursdays with 'Learning' side of club.
- Closed Sessions
  - Must be paid member. Only way to join now is to go thru 2 interviews with our board.
- Events
  - Jim Simons – Dec 10
  - Econ Workshop Canceled

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# Landing The Job You Want

By Vishal Shah

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## The Agenda

- How to Begin
- The Resume
- The Cover Letter
- Reaching Out
- Networking/Recruiting Events
- Interviewing
- Quantitative Questions
- Behavioral Questions

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## What Do You Want To Do?

- Sales?
  - Trading?
  - Investment Banking?
  - Asset Management?
  - Equity Research?
  - Business Management?
  - Consulting?
  - Accounting?
  - Information Technology?
  - Operations?
- Research Your Job:
    - Entry Level Opportunities
    - Starting Salaries
    - Benefits
    - Hours
    - Expected Lifestyle
    - Type of People/Personalities

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## The Resume

- The Ticket to an Interview
- Must be PERFECT in your eyes
- Revise, revise, revise! Get outside criticism
- Not just what it says, but how its said
- Be bold, but not stupid
- Formatting will make/break it

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My

Vishal Shah

100 Maiden Lane, Apartment 1502, New York, New York 10038, Ph: (973) 954-8234, E-mail: vsm210@stern.nyu.edu

Education

Stern School of Business, NYU

- Degree in **B.S. in Finance** - International Business
- GPA in Finance: 4.0/4.0, International Business: 2.8/4.0, Cumulative: 2.7/4.0, Dean's List
- SAT: Math: 300, Verbal: 610

06/2004-12/2006

Stern School of Business, NYU in London

- Studied in London with professors at London School of Economics, Cambridge, & Imperial College

01/2006-06/2006

- **Awards & Recognition:** - International Study Project Semi Finalist • Stern Dean's Scholarship • Fed Challenge National Champion in 2002 • Mock Trial National Runner-Up in 2003 • Essex County Math League Champion in 2001

- **Relevant Coursework:** Financial Engineering, Futures & Options, Statistics for Business Control and Forecasting Models, Financial Management, International Financial Management, Real Estate Capital Markets, Economics of Global Business

Leadership

Quantitative Finance Society

- Finance class & portfolio manager of the society's quantitative trading portfolio
- Developed and implemented a structured derivatives volatility model for currency ETFs
- **Demerits:** - **annex interview proposal to candidates, and contact corporate sponsors to gain portfolio sponsorship**

Entrepreneurial Exchange Group

- Led conversations on the basics of business development and financial procurement for different start-ups
- Started **ShahScribe LLC**, a website based on numerous FX trading models and marketed it to traders and traders

Experience

INC Investment Management - New York, NY

06/2007-09/2007

Quantitative Risk Analyst for Equity Capital Markets

- Measured active risk, CAR, TE, AE, and other risk metrics for the firm's small-cap, mid-cap, large-cap, and alternative asset portfolios
- Created risk reports using the firm's proprietary risk system, **PRISM**, and engaged in discussions with clients about risk metrics
- Created mock trading scenarios to find efficient hedge ratios using various derivatives for the fund's 130/30 and portable alpha fund

Carroll Capital Management LLC - New York, NY

08/2006-01/2007

Quantitative Strategy, Founder, FX Trader

- Traded spot FX and vanilla options and helped develop a hybrid quantitative & fundamental strategy for various carry trade crosses
- **Helped build trading models using covariance matrices, moments, volatility, and factor attributions**
- Structured executable positions in the majors, commodity bloc, and Swiss crosses based on quantified macroeconomic factors

New York Mercantile Exchange - New York, NY

05/2006-08/2006

Market Surveillance Committee

- Monitored NYMEX & COMEX floors to observe trade practices in natural gas and gold futures for prevention of market gaming patterns
- **Used NYMEX regulations to expose actual trades on trade routes to see if they matched the data to find violations**
- Contacted traders and clearing houses for limitations on daily trading of futures of natural gas selling at nearest expiry months

Forex Capital Markets LLC - New York, NY

05/2005-10/2006

FX Trading, Co-Mark

- Traded EUR/USD and GBP/USD as currency dealer and research analyst, facilitated liquidity during European session in major crosses
- Ran historical tests on GBP/USD and USD/JPY for use in quantitative analysis involving MACD, RSI, Stochastics, etc.
- Analyzed global economic releases including ISM, NFP, GDP, FIC Reports, and other pertinent G-7 data for use in fundamental strategy

JP Morgan Chase - New York, NY

04/2004-09/2004

Investment Banking Analyst-Interests in Global M&A

- Reviewed transaction computations and cash flow statements for buyouts and mergers in U.S. oil & gas sector
- **Edited financial statements for data on discounted cash flows to be used in Excel programs**
- Researched bond ratings through Bloomberg terminals and secondary sources such as Edgar for use in discounted cash flow valuation



Skills and Interests

- Software: Basic C++/C#, Excel, HTML, Learning Matlab, MS Word, MS PowerPoint, Bloomberg, FactSet
- **Enjoy sports photography, Indian cultural dance, Enlightenment literature, calligraphy, and poetry**



# Resume

## What to Write:

- Notable Experiences
- GPA
- Leadership
- Activities
- If you don't have these, get them!
- Something eye catching. Keep your job in mind!



# The Cover Letter

- Make a General Cover Letter
- Edit a few lines for job specific tailoring
- Use a letterhead
- Be formal
- Talk about your best selling points
- What makes you the best candidate?
- Always thank the reader
- Reiterate your contact information

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# My Cover Letter

Vishal Shah  
100 Maiden Lane Apartment 1502  
New York, New York 10038  
607-954-8234  
vns210@stern.nyu.edu

Dear Sir/Madam,

I am most interested in pursuing the position of an FX trader in the at D.E. Shaw & Co. I am graduating this December with a 4.0/4.0 in Finance from the Stern School of Business at NYU. I am a highly quantitative individual with a strong understanding of various financial markets and a developing strength in computer programming.

I have had exposure to numerous companies and markets through various internships and at one point have even created my very own hedge fund. I'm very attracted to creative structuring and investing, and have been pursuing that passion as the Portfolio Manager/Finance Chair of the Quantitative Finance Society at Stern ([www.quantfs.com](http://www.quantfs.com)). I recently built a volatility model that takes advantage of historical volatility in currency ETF options.

During my past three years at NYU, I have always been a leader. As a key member of the Entrepreneurial Exchange Group, I have helped other students understand the practical issues involved in starting a new business. As an example of a low-cost, high-resource-utilization business strategy, I launched [www.dshahgole.com](http://www.dshahgole.com), an FX trading signals website that earned more than 250% ROI in just the first month of operation. I have also been the boys' captain and choreographer of NYU Raas Malai for the past 2 years, which is an Indian folk dance team that has consistently placed at competitions nationwide. Our most recent achievements include a 2<sup>nd</sup> place finish at Garden State Carba in April, 2007 and a 3<sup>rd</sup> place finish at Raas Chaos in November, 2006.

I am a very creative individual. I will jump at the opportunity to exploit a money making strategy and will comprehensively analyze all available outcomes and risk parameters before committing any capital. My involvement in the markets has helped me develop a market intuition that coincides perfectly with my market research. I am able to fully understand any investment situation on both a fundamental and technical level and implement the appropriate execution.

Throughout the years, my passion has helped me achieve some notable awards, including winning the national championship in the Federal Reserve's annual challenge competition, and finishing as a national runner-up in the mock trial competition as a prosecution lawyer. I am a very detail-oriented, goal-driven, and entrepreneurial individual that works best in a team environment. I believe my skill set will greatly complement the opportunity that D.E. Shaw & Co. is offering. I am attaching my resume, and should you need any further information, please don't hesitate to contact me at (973) 954-8234. Thank you for your time and consideration.

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Sincerely,

Vishal Shah



## Reaching Out

- Don't Be Afraid!
- Get contacts
- Go online, or go to friends
- E-mail first: use something like your cover letter, always attach resume
- Don't be discouraged if no response
- Follow-up to the jobs you really want

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## Networking

- Go to the recruiting events!
- Make small talk with the recruiters and people of power in your division
- Be prepared, feel smart, and be ready to talk intelligently about the job and opportunities
- Have questions
- End by getting card or handing them resume

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## Interviewing: The Game Begins

- 1. Be on Time
- 2. Look SHARP (always dry clean from the day before)
- 3. Be confident. Firm handshake is a must.
- 4. Talk, don't recite
- 5. NO NOTE CARDS!
- 6. Think thoroughly
- 7. NO PRESSURE, there are always others

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## Interviewing

- When speaking, make eye contact
- Limit arm motions and gestures
- Don't use filler words "umm"
- Sit upright, no slouching
- Smile from time to time
- Nod your head when they say something remotely interesting, it shows your paying attention

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## Interviewing

- Be relaxed
- Talk as needed, but be coherent and concise
- Listen to all questions, ask for clarification if needed
- Think out loud
- DO NOT BE COCKY
- If you don't know an answer, talk through the problem

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## Interviewing: Quantitative Questions

- Practice brain teasers
- Be sharp with your math
- Know the basics of finance/accounting
- "Heard On The Street"
- Work the problems out loud
- Never say "I don't know"
- Say your final answer confidently
- If they tell you you're wrong, ask where you made a mistake

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## Interviewing: Behavioral Questions

- Know your weaknesses and strengths
- Speak honestly but butter your weaknesses
- The more diplomatic your answer, the smarter you will come across
- Do not stumble, stay calm
- Common questions are available online

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## Interviewing: The Final Words

- Ask questions
- Come prepared with inquisitive questions
- Do not let there be an awkward silence
- Ask for their cards
- Smile, and thank them
- End with a firm handshake
- Send them an e-mail immediately thereafter, thanking them again and showing your interest in the job

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Conclusion

Pray!!!

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