

NatWest Career Tuesday

October 5th, 2021

- NatWest Group
 - **Public side** (stock sales and trading, typically fast-paced; can have negative days, what is your risk tolerance like?)
 - **Private side** (capital markets, investment banking, larger transactions)
 - Risk analyst: works on many projects, integral part of the business to think about how to go about business
 - HR Team: supports team in career development, graduate programs, etc.
 - Credit sales
- **Location:** Stamford, CT, offices also over in Europe
- Think about your preferences/ “**operating rhythm**”; do you prefer to work earlier mornings or later nights? Can affect what role you fit best in
- What do you look for in future talent?
 - **Sales:** personality, want to go into sales (not necessarily interested in credit sales); good energy, able to keep cool in stressful situations, personable, organized
 - Background: ranging from service jobs to golf caddies, dealing with people and working through tough interpersonal experiences
 - Interview tip: be able to discuss interpersonal challenges you have faced in early roles
 - **Finance:** people who “grind”, willing to work in a “hot” paced environment, natural ambition, problem-solver, performs well under pressure
 - Background: it all adds up, no one specific job, should be able to articulate the value you bring from those past roles, volunteerism is helpful
 - Interview tip: show how you deal with problems; retain confidence in what you bring to the table, talk about variety of experiences
- Internships currently unavailable in the United States
- More characteristics looked for in recruiting process: people who want to work hard, intellectually curious, passionate about something
 - Open yourself up to more experiences to explore
- Company has focus on racial equality
- Everyone does work side by side; have access to leaders of the company, understand the ins and outs of their opinions more so than you would get elsewhere
- **Advice:** be active and involved at UConn, be confident in your skills, put the work in, be aggressive in what you want, reach out to people in the industry with questions, discuss the industry to see if you are interested