

Financial Careers for Oil & Gas Professionals

Julie Brownson

Senior Recruiter, Edward Jones

Skills Required to be a Successful Engineer

- Analytical
- Detail and goal oriented
- Advanced math skills
- Strategic planning
- Active listening
- Strong communication and presentation skills
- Relationship and task oriented
- Ability to influence others
- Aptitude to spot potential issues before they arise
- Complex problem solvers
- Ability to work autonomously

Good News!!

- You already possess most of the skills required to transition into a role in finance
- The main difference between what you are doing today and what you would be doing in a "finance role" is:
 - Instead of analyzing the numbers to design tools, engines and machines, you would be analyzing the numbers to make financial recommendations to a client/company and/or assist a company with forecasting business, industry or economic conditions.

Parallels Between Engineers & Financial Advisors

- Gain a clear understanding of the current situation
- Identify/determine the goals to include deadlines
- Communicate concerns about unrealistic deadlines and work to come up with a solution
- Devise a strategy to achieve the goals
- Partner with internal/external stakeholders as necessary
- Provide timely updates/feedback to clients and notify them of any issues that arise
- Be available to address clients questions/concerns

Why Become A Financial Advisor?

- Meaningful career where the work you do significantly "*changes lives*"
- Due to growth, transfer of wealth and other factors, there will be a 30% increase in the need for more Financial Advisors
- A staggering number of individuals in their 30's and 40's have not even begun to plan for retirement and need guidance
- Your hard work is rewarded and you are in **FULL** control of your earning potential

Questions???