Imperial College
London

Case Study: Alumni

Simran, MEng Computing
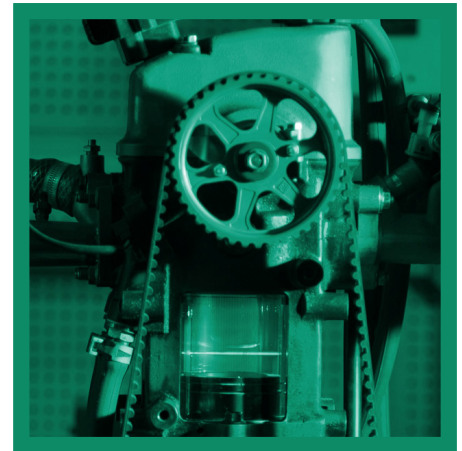**Graduation Year:** 2009

Job Title: Client Services Analyst
Employer: UBS
Department: UBS Delta

What has been your career path up until now?

As part of my degree, I undertook a 7 month placement at UBS between my 3rd and 4th years, in the Structured Products team of FICC IT. Having enjoyed the challenges given to me, learning a number of new skills and getting along with the team very well, I was delighted to be offered a place on the Graduate Scheme. My initial role involved the development and design of a desktop application for the management of counterparty risk. I built this system up to a user base of over 100 global users, including traders, quantitative analysts and risk officers. I often provided training to new users and worked closely with the traders to maximise the system's potential, becoming the first point of contact for global user support. From the outset, I was given the chance to work with cutting edge technologies.

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>
> - Simran

What does your job involve?

After 18 months, an opportunity arose for me to move out of IT and into a client facing role in UBS Delta. UBS Delta is an award winning market and portfolio analysis tool, helping asset managers, hedge funds, banks and insurance companies manage risk across fixed income, commodities and equities. My new role involves investigating problems, educating clients, validating numerical output and ensuring the quality of our data. I also coordinate between clients, developers, quants, marketers and the support team.

Did you choose your course with this particular occupation in mind?

At the start of my degree, I had no idea which industry I would end up working in. After working at a number of organisations, I was eager to find a challenging role where I could develop my skills and be placed in positions of responsibility. For my placement, I was encouraged to apply to UBS by friends who had worked there.

What skills did you develop within your degree that you find useful in your present role?

Whilst at university, the group projects that I completed were very useful in preparing me for the workplace, allowing me to apply the theory I had learned to more practical examples. They encompassed many of

the skills that are required in a fast-paced challenging environment. The courses that I elected to do in my 3rd and 4th years at the Business School also provided me with deeper insight into the economy and workings of financial institutions. Finally, my degree also provided me with the mathematical foundation to understand financial products. The programming ability I learned - although not a necessity - has enabled me to think outside of the box to solve complex business problems, even whilst not working as a developer.

Could you give us one or more career tips for Imperial graduates?

In my opinion, one of the most important aspects of choosing an institution for you to develop your career at is the culture. Internships are a fantastic way, not only for a company to assess you, but for you to see if the company is right for you. UBS has a collaborative culture, where colleagues are always open to sharing information and ideas, allowing staff to develop superior solutions. The focus on collaboration extends to relationships with clients. There is an incredible amount of diversity at UBS, with people from an unbelievable range of backgrounds, socially, regionally and academically. I have had the chance to work with former engineers, historians and linguists, proving that you don't need a degree in finance to work at a bank. UBS's culture also means that you often get the opportunity to meet senior management, who endorse meritocracy and teamwork through each encounter. They strive to foster creativity and cultivate an entrepreneurial spirit, providing a fun and constantly evolving environment. You could choose to work at any organisation, but I would rather work somewhere where I gain high levels of job satisfaction.