

**4 things I wish I knew
when I started in
Investment Banking**
This is not what you think...

1/4

Obsessively promote your work and contribution

People don't think about you.

The complex M&A model you built 2 weeks ago, the compelling pitch that won the mandate have been forgotten.

Send emails to senior bankers at the end of a pitch or deal to highlight your contribution and ask for feedback.

2/4

Network, network, network

Your network is your net worth.

Nobody achieved their success on their own without the help of others.

Audit your environment and your network.

Is it a network that can support your career goals?

3/4

Don't stop talking about what's next

You don't wait to get close to your destination to pull up a map.

Do the same with your promotion.

Start talking about it early to create a specific, measurable roadmap that you can follow.

The #1 reason for delayed promotion?
Lack of clear expectations.

4/4

Manage your boss

Traditional top-down emphasis will kill your advancement.

Most people misread the boss-report relationship.

Understand your boss, understand yourself then develop and actually maintain the relationship.

Turn your boss in your biggest advocate.