

Leading Through Innovation

The Berkeley MFE

Recruiting
Guide



University of California
Berkeley
Haas School of Business

Masters in Financial Engineering

Profile of MFE Students

Class of 2008

Applications Received: 367

Enrolled Students: 65

Enrollment Profile

Countries Represented: 16

Average Age: 28

Average Years of Post-university Experience: 3.46

Undergraduate Institutions Represented: 48

Average Undergraduate GPA: 3.49

Graduate Institutions Represented: 39

Degrees Held

Bachelor's: 42%

Master's: 35%

Ph.D.: 23%

Prior Majors

Engineering: 37%

Business: 14%

Mathematics: 14%

Natural Sciences: 14%

Computer Science: 12%

Finance: 6%

Economics: 3%

Prior Employment

Research & Development: 18%

Other: 18%

Finance: 17%

Information Systems: 15%

Consulting/Management Services: 9%

Engineering: 8%

Education: 8%

General Management: 3%

Project Management: 2%



Dear Employer,

I am so pleased you are able to consider candidates from the Master's in Financial Engineering Program for opportunities at your company.

Whether you are from an investment bank, commercial bank, insurance firm, money management firm, treasury department, diversified financial services company, or private equity/venture capital firm, we are confident you will be impressed by the MFE students

from the Haas School of Business.

Our graduates are ready to help you immediately in the areas of valuation, pricing, hedging, trading, risk management, project evaluation, and portfolio management decisions. In addition to the MFE degree, our students bring a wealth of professional business experience to your firm.

I would like to speak with you regarding your firm's needs. Our students are available for 10- to 12-week fall internships and full-time positions. If you have any questions, or to request electronic access to our resume book, please call me at 510-643-4329 or e-mail me at lindak@haas.berkeley.edu.

Regards,

A handwritten signature in black ink that reads "Linda Kreitzman". The signature is fluid and cursive, written in a professional style.

Linda Kreitzman
Executive Director
Master's in Financial Engineering Program
Haas School of Business
Mobile: 415.298.0990

A Guide to Recruiting Opportunities



Luca Barone MFE 05

Exotic Credit Derivatives
Sales Strategist
F.I.C.C.

Previous degree:
Masters in Economics
and Finance
Luiss Guido Carli
University, Rome

"The theory we
learned from

Professor Mark Rubinstein and his colleagues deals with state-contingent claims, the elementary particles of nuclear financial economics. This theory is especially useful for practitioners because it provides a production technology for duplicating the payoffs of any contingent claim by using an appropriate dynamic strategy. It can also be used to solve the inverse problem of inferring risk-neutral probabilities from the simultaneously observed prices of options and other derivatives."



Swati Mehta MFE 07

Swaps Trading Desk
Fixed Income Trading
Barclays Capital,
New York

MFE internship:
Barclays Capital
New York, New York

Previous degrees:
BEng, Computer Science
Regional Engineering
College, Kurukshetra
MBA
Indian School of Business

"I was introduced to
finance during my
MBA, but I realized
that I needed a greater

depth of knowledge, which was my motivation for pursuing the MFE. I have not regretted this decision for a second. It prepared me well for the internship and now my full-time position at Barclays Capital."

Recruiting Schedule

The Master's in Financial Engineering (MFE) Program offers a variety of services to companies interested in recruiting its students. The following is just a sampling of the networking and recruiting opportunities available. We will work with you to accommodate your recruiting needs.

Career Fairs

The MFE Program holds career fairs in New York and San Francisco from October to February, and **company participation at these fairs is free**. Attendees include current students, recent program graduates, and second-year MBA students (finance).

On-Campus Presentations

Companies are welcome to present to our students at any time during the academic year. An effective company presentation provides the MFE students with information about your company's products and services, and explains the various career paths available for financial engineers.

Internship Program

Hiring an MFE intern allows you to see how a potential employment candidate performs at your company. Our internship program runs from mid-October to mid-January. During this 10- to 12-week period, students are required to complete a challenging project in quantitative finance. Past student internships have included building and testing financial models, conducting statistical research, and evaluating portfolio risk. A list of sample MFE projects is available upon request.

Resume Books

The resumes of recent MFE graduates and current MFE students are available in hard-copy and electronic format to employers **free of charge**.

Posting Positions

If you have a position that you would like shared with the MFE students and/or alumni, please contact our office. We will post the position on our internal secured site.

Interviewing

On Campus

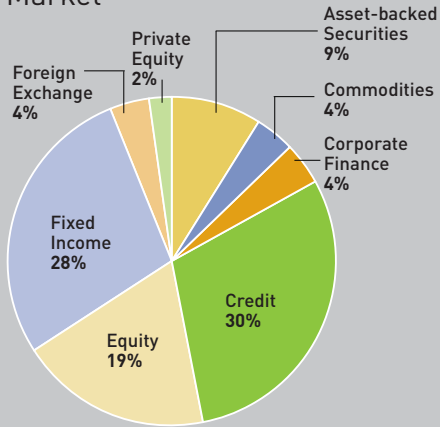
Hosting on-campus interviews is a convenient and efficient way to meet our students. Our office can help you pick a date, select an invitation list, and choose the schedule that will accommodate both your travel plans and our students' classes.

Off Campus

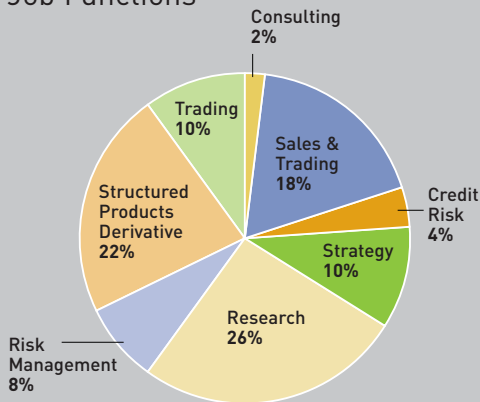
Our office can also assist you in coordinating off-campus interviews. We hold career fairs in several major cities throughout the year where you can arrange to meet students, and we also have videoconferencing facilities.

Employment Report 2007 Statistics

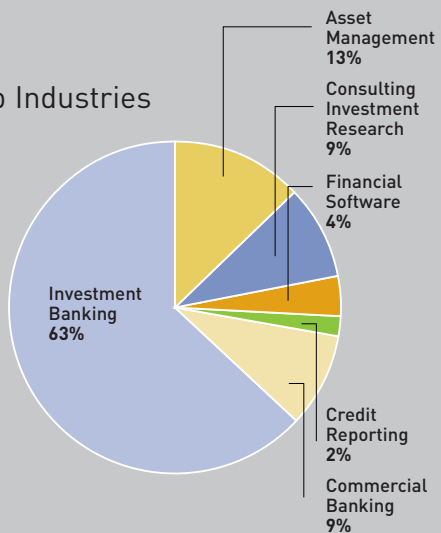
Job Market



Job Functions



Job Industries



Full-time Employment

Total Offers:	100
Total Students with Offers:	59
% of Students with Offers:	100% (59/59)
Total Students Placed:	59
% of Students Placed:	100% (59/59)

Base Salary

Average:	\$98,447
Median:	\$95,000

Signing / First-year Bonuses

Average*:	\$54,829
Median*:	\$51,000

*Bonus includes sign-on, Un-guaranteed, Guaranteed, and Relocation

First-year Compensation

Average:	\$152,934
Median:	\$148,500

Full-time Employers of MFE Graduates

AXA Rosenberg	JP Morgan
Bank of Canada	Lehman Brothers
Barclays Capital	Lehman Brothers Japan
Bear Stearns	LRG Capital Group LLC
Bear Stearns International Ltd	Monetary Authority of Singapore
Barclays Global Investors	Mellon Capital Management
Bloomberg	Merrill Lynch
BNP Paribas	Moody's KMV
BNP Paribas Japan	Morgan Stanley
Calyon	MSCI BARRA
Citi	ORIX Capital Markets
Countrywide Financial	PIMCO
Credit Derivatives Research LLC	Royal Bank of Scotland (RBS)
CSFB	Shinsei Bank Japan
CSFB Asia	UBS Hong Kong
Drake Management	United Overseas Bank
Ernst & Young	Wachovia Securities
Fannie Mae	Wells Fargo
Fitch Ratings	
Global Energy Decisions	
Goldman Sachs	
Goldman Sachs Japan Co. Ltd	

Internships 2008 Statistics

Internships

The Haas School's MFE internship program runs in the fall from mid-October to mid-January. During this 10-12 week period, students are required to complete a challenging project in quantitative finance at a leading financial organization.

Primary Internship Locations, MFE 08

New York - 30
San Francisco Bay Area - 18
Tokyo - 5
Hong Kong - 3
London - 4

Internship Companies, MFE 08

Barclays Global Investors
BNP Paribas
BNP Paribas HK
Cedarview Capital
Citigroup Global Markets, Inc.
Citigroup Markets and Banking
Duff & Phelps
Financial Mechanics LLC
Goldman Sachs & Co.
Goldman Sachs Asia
Goldman Sachs Japan Holdings
JP Morgan
Lehman Brothers
Mellon Capital Management
Merrill Lynch
Merrill Lynch Commodities
Merrill Lynch, Pierce, Fenner & Smith Limited
Moody's KMV
Morgan Stanley
Morgan Stanley, London
MSCI BARRA
PMI Mortgage Insurance Co.
Shinsei Bank
Spot Trading
Standard & Poor's
UBS Securities Asia Limited
WR Hambrecht

Select Internship Titles

Associate Intern
Active Equity Research Intern
Hybrid Analyst Intern
Research Analyst
Credit Modeling Intern
Credit Derivatives Intern
Associate, Strategist
AVP Portfolio Manager & Trader, Fixed Income
Intern Associate, Fixed Income Structurer
Trading Assistant
Associate, Global Research
Associate, FX Option Desk
Analytics Intern, MBS Modeling
Fixed Income Strategist
Credit Risk Research Intern
Intern Associate, ABS Structurer
Intern Associate, Financial Engineer
Senior Analyst, Fixed Income Derivatives Trading
Associate, Quantitative Strategies for Equity Based Investment
Intern, Hedging Strategies
Intern, Portfolio Management & Pricing
Intern, Equities - Desk based.
Research Analyst, Equity Research
Intern, Rotational Program, Equity Derivatives
VP Fixed Income, Mortgage Backed Securities
Associate Intern, Research
Intern, Credit Derivatives Research
Associate, Algorithm Trading
Associate Intern, Quantitative Research, Market Derived Rating (MDR)
Credit Analyst, Credit Modeling

2008 Internship Statistics

98% of students sought MFE internships (64/65)
100% of students seeking internships held internships (64/64)
100% of internships were paid (64/64)

Internship Salary (domestic)

Average Monthly Salary	\$8,157
Median Monthly Salary	\$8,083



Ambika Bisla MFE 04

Vice President
Morgan Stanley
New York

Previous degrees:

MBA
Indian Institute of Management, Ahmendabad
BA, Economics
Delhi University, India

"The combination of theoretical finance and practical models makes the MFE degree extremely valuable. UC Berkeley was the perfect choice with its winning combination of an accomplished faculty and a proven placement record."



Terry Benzschawel

Director, Quantitative Credit Modeling
& Analytics Group
Citigroup Global Markets
New York

"I have been recruiting from the UC Berkeley MFE Program since early in its inception. Over the years, the Berkeley MFE Program has become an increasingly important source of new talent for our firm. In my role as recruiter, I interview applicants from nearly all the major financial engineering programs worldwide. I consistently find Berkeley's to be the top program on an overall basis. The program design is outstanding, starting with the faculty, who are first-rate in nearly every area of financial engineering. Furthermore, the program's curriculum is the most wide-ranging of those I am aware of, and the students accepted are of the highest quality. Finally, the willingness of the program designers to reach out to Wall Street practitioners for ideas on candidate qualifications and curriculum has ensured the program evolves to meet the ever-changing needs of the financial community. I have seen those needs continue to increase over the years and expect that trend to continue."



Master's in Financial Engineering

Master's in Financial Engineering Program
S545 Haas School of Business
University of California Berkeley
Berkeley, CA 94720-1900
mfe.haas.berkeley.edu/

Dr. Linda Kreitzman, Executive Director
510-643-4329
Fax 510-643-4345
lindak@haas.berkeley.edu

Nebil Gali, Account Manager
510-643-8191
Fax 510-643-4345
ngali@haas.berkeley.edu



MFE Academic and Recruiting Calendar

April – July

- Financial Practice Seminars
(Company Presentations)

May

- Resume Books Available:
Distributed free of charge to companies
(electronically and in hard copy)

May – September

- Internship Recruitment

Mid-October to Mid-January

- Winter Internships:
Students work at a wide range of
companies, on-site, all over the world

October – March

- Full-time Position Recruitment—
Includes job fairs in New York and
the Bay Area
- March 2008, 2009 and 2010: Graduation