

Students get the inside track on financial careers

Two UEA graduates returned to their old stamping ground to tell current students of how they achieved success in their differing financial careers and both demonstrated what an exciting and fulfilling career it could be.



Paul Evertt set up the Fund Corporation as he preferred to work for himself rather than be an employee.

As part of the university's Inside Business programme, he gave students a full insight into how different funds operated, the service lines they offered and the benefits of investing through trusts offshore.

After studying economics at the UEA in 1986-89, Paul trained as a chartered accountant with Stoy Hayward (now BDO) in London. He spent two years working in the corporate finance department of PricewaterhouseCoopers before moving to Guernsey in 1998 and specialising in fund administration.

Now he is Managing Director of Fund Corporation, which specialises in investment administration, principally in the alternative asset classes (e.g. private equity, real estate and hedge funds). He has worked on a wide range of fund structures and acted on numerous fund boards, most notably for Permira, EQT and Rutley Capital Partners.



Nick Green, now with Credit Agricole, began his working life as an oil broker but switched to banking because he thought it was more interesting – and has since spent 20 years in the sector both in the UK and internationally.

Nick, who has a Bachelor's Degree in economics, politics and philosophy from the UEA, was asked by students if it was harder to get a job nowadays. He wasn't sure but pointed out that when he joined HSBC, 3,000 people had applied for the 28 jobs available.

He began as an HSBC trainee in 1989, starting in Hong Kong followed by roles in Yancouper, Bahrain, Oman, New York, South Korea, London, Hong Kong, Indonesia and Paris.

In 2006, he returned to the UK to join Crédit Agricole Corporate and Investment Bank where he still works. His array of roles has included retail and corporate banking, trade finance, treasury management, bond trading, equity capital markets and the management of capital markets businesses covering foreign exchange, fixed income and derivatives trading and sales, balance sheet management, bond origination, equity broking, and corporate finance.

Getting together for a brighter future

Around 30 students at the University of East Anglia (UEA) enjoyed advice from financial industry experts on what it is like to be working in the sector.

The session was part of the Bright Futures initiative which helps students make informed career choices, meet graduate employers and develop their skills and commercial awareness while still at university, to ensure they have a better chance of obtaining a good job afterwards.

It also allows employers to develop direct contact with a talented and interested pool of students early in their university careers and help them progress towards their career goals.

Fig Director Marjorie Eade joined the informal networking session along with Marsh, KPMG East Anglia and Deloitte, which were all represented by recent university graduates. These included Clare Cruickshank, from Marsh, Norwich who graduated only last year from the UEA.

Marjorie also took the chance to tell students about the range of opportunities available across the financial industry in the Norwich area.

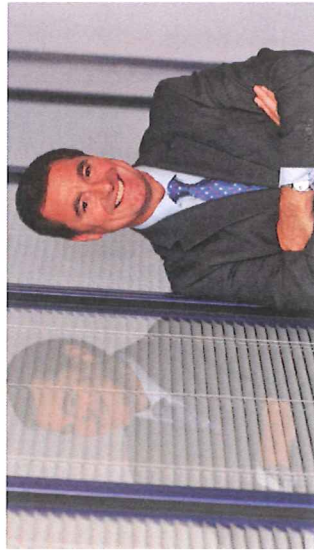


Lloyds TSB | Commercial

LONDON 2012

Steve Eskom, Area Director for Lloyds TSB Commercial in East Anglia

At Lloyds TSB Commercial, we believe the London 2012 Olympic Games and Paralympic Games will have a hugely positive impact on Britain. It will touch every person in the country and, with branches on practically every high street, we are uniquely placed to bring the benefits of the Games to communities the length and breadth of the country beyond London.



Last year Lloyds Banking Group pledged to make available at least £1 billion of loans over the next two years to eligible firms across the UK, as part of our drive to help businesses benefit from the Games. To help firms we've created an official Business Guide to London 2012, which is free to download at www.lloydstsb.com/london2012business

The torch relay route will be announced next month and it will travel within one hour's drive of 95% of the households in the country which means that there is a very good chance that it will be coming somewhere near to us all. This is another great opportunity to really bring the Games to life.

As part of Lloyds Banking Group, Lloyds TSB Commercial is doing everything it can to help its customers make the most of the opportunities the Games represent.

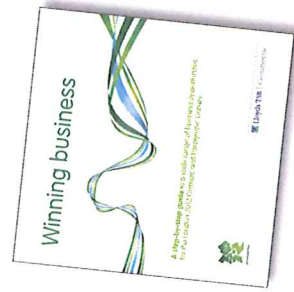
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The best advice is for businesses to act now if they haven't already. Start thinking about how you can get involved by considering the wider implications of London 2012 and what opportunities will be available for your products and services. Companies wishing to tender should visit www.london2012.com/business to access 'CompeteFor', the official business portal for Games-related contracts. It acts as a brokerage service between buyers throughout the supply chain and potential suppliers.

While most of the larger, direct London 2012 contracts have already been allocated, the official tendering website CompeteFor still has opportunities for SMEs to tap into a wider pool of contracts further down the supply chain. There are almost 140,000 businesses currently registered on the London 2012 CompeteFor website, around three quarters of which are SMEs, while approximately 1,000 buyers use CompeteFor to advertise contracts.

The site features some great information including a list of top tips for suppliers. It's simple and easy to use and, for the sake of a small amount of time in your working day, registering could bring great rewards.

Just as athletes train, prepare and ensure they are fit and ready to compete, businesses need to do the same to be able to capitalise on every opportunity London 2012 will present.



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