
5 step guide to get started in *FinTech*

No nonsense
guide to kick
starting your
FinTech career.

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Step 1

"Even the journey of a thousand miles starts with a single step"

Congratulations! You've taken your first step. In over ten years working in **FinTech**, I've worked along side many people across the spectrum in the industry. One thing I've learned is people got started in many different ways. For some, it was a certification course and some job readiness training. For others, they applied to a technical role after starting in a non-technical one. There is no right or wrong way. Waiting for a perfect role, at the most popular company likely means you will be waiting a long time. Don't wait. Start researching and get involved in the industry any way you see fit.

Step 2

"Done is better than perfect"

I understand most people have very busy lives. Parenting, finding time to exercise, managing all the other stresses of life often take us away from attacking our goals. I completely understand. This is why one of the best things you can do to get a boost of confidence and build some momentum is workign on a small side project. Side projects can be a standalone webpage, a small app that runs on your personal computer, mastering one of the common project management tools, or even learning something new in excel. I believe the best investment you can make is in yourself.

Complete an online course. Attend a webinar, or a live person event. My point here is, pick something and see it through. You will feel accomplished and as time goes on you will be even more motivated to complete the next goal.

Take back control and do something productive that can propel your next step and beyond. This is an important step because **FinTech** is such a wide ranging space it can be really difficult to find where you can make an impact. Get active. Explore different areas and find what suites your stenghts and what you enjoy.

It doesnt have to be perect. It certainly doesn't have to be a larg complex project at first. Try new things and you will soon find what you gravitate to and wha really gets the juices flowing for you.

Step 3

"Be Resume Ready"

Ok, so now you have a few side projects under your belt. Maybe some certifications and job experience as well. Its time to get out there and start interviewing. This can be exciting and daunting at the same time. My advice is practice makes perfect and don't be discouraged. Always be yourself and be honest about your work history. I remember actively interviewing for 2 years straight! Then, right when I was ready to give up, I landed a job at **UBS Investment Bank**, one of the largest banks in the world! That experience taught me good things come to those who remain persistent and work hard. At the same time, don't leave anything to chance. Preparation and practice are the keys to success.

Be prepared to answers to the common questions such as the following: "Tell me about yourself and your most recent work experience?" Practice answering such questions to the point where you can wake up out of a cold sleep and knock it out the park!

Make sure you undestand what is being asked for the role and prepared for questions in those areas. Whether its a Linux shop or a Windows shop, or maybe even a combination of both. These are good things to know beforehand. You may get a lot of no's before someone makes you an offer, and thats ok. Be patient and soon your time will come and you will land that role that is just right for you.

Take back control and do something productive that can propel your next position and beyond. **FinTech** is a wide ranging profession. It can be very difficult to find where you can make an impact. The only way to find what works for you is to try for yourself.

Step 4

"The best in business have boundless curiosity." - Robin Sharma

Be curious. Good things happen when you ask questions and seek clarity. Having the willingness and the drive to seek a deeper understanding of how things work is probably the quickest way to getting further in your career. I am a testament to this. I started my career in a large financial services software company. After a short period of time I was pretty good at my work. Soon I began to realize, many folks had been in the same position for several years. The difference between me and them was I quickly knew I wanted to know more. I wasn't satisfied just doing my job and collecting a paycheck. I began developing my skills in other areas. At first, I started learning 2 or 3 new program languages. I began to do research outside of work pertaining to finance. This led me on a learning journey that was very wide. Everything from how to design resilient trading systems to understanding mortgage back securities.

Over the years, I've had conversations with lead architects, database admins, system administrators, senior investment managers, portfolio managers, and even crypto currency gurus. Everyone has some unique knowledge and experience to share but you will never know unless you ask the right questions to the right person. My advice is to open up and seek the answers. Don't wait for someone to tell you what button to press. Actually, you should ask "what does this button do?"

Step 5

"Success to me is being a good person and treating people well" - David LaChapelle

Be a good person. Do a good deed for a co-worker. Offer to help when you can. One day you may need a recommendation letter and if you leave behind a trail of enemies from previous jobs this may be a tough task. Over the years I have seen some of the most disrespectful, and unprofessional behavior in the workplace. One time a senior manager told me he didn't give a (f-bomb) what I think, in front of the entire floor in the middle of a team discussion. I felt so defeated, and disrespected. A few weeks later I resigned. I witnessed a similar thing happen to someone else at a different job. This time the offending manager was fired! Some of the most successful people I've met have been overwhelmingly kind. They offer advice, they are constructive in their criticism and they are supportive. These are the types of people we want to be surrounded by in our daily lives. Strive to be this type of person and you will soon find success.

Best of luck in your **FinTech** journey.