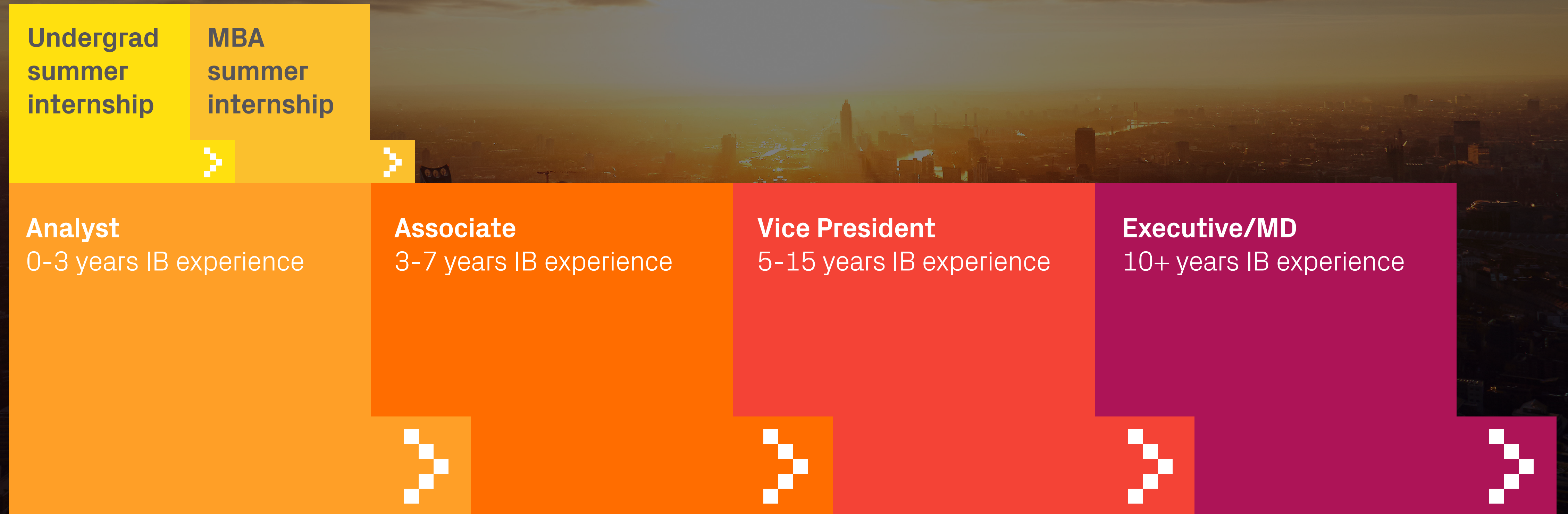


How to get where you're going

5 career hacks for new investment bankers



Investment banking can open up a world of opportunity, with many exciting career paths. But if you choose to stay on the main route, a typical progression might look like this:



There are few short cuts on this challenging road – but here are Datasite’s top five tips to help you on your way.



Make memorable introductions

Senior dealmakers get so many messages via email or LinkedIn. Why not stand out? Take a few minutes to write a thoughtful email, or even better, look for a mutual connection. Resist the temptation to get help from AI, and be yourself. A little effort can make a big difference.

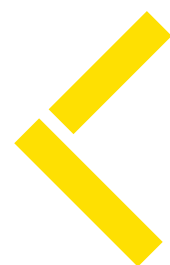
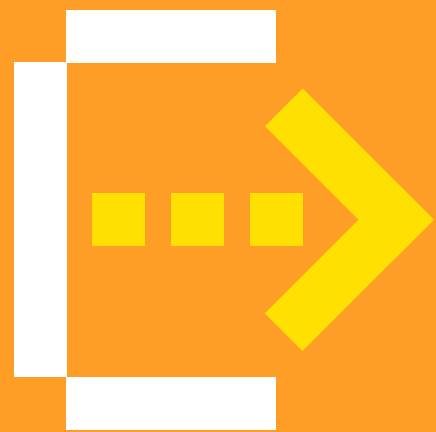
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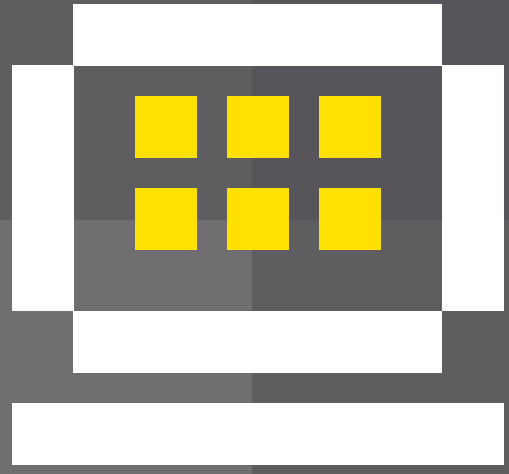


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Go beyond video

The technology that connects us can be a barrier to real connection. So if you can meet clients in person, do so. Be more than just another face on a screen. And if video is the only option, then be a face – not just a voice. Turn on your camera, and create a nice visual space – books, records, talking points.





Hone your technical skills

Even as technology takes on more of the M&A workload, those who know that technology inside-out will be the most in demand. Head to the [Datasite Apps page](#) to create a free account and start mastering the tools of the trade. Make yourself the go-to expert in the latest tech.



4

Nurture your network

Invest time in making connections. Don't rely on LinkedIn and social media – attend events, seminars, and festivals, and engage with those both inside and outside your industry. Every chat over coffee is a potential contact 'in the bank'.



Stay curious

Remember to keep asking questions – and that there's no such thing as a stupid one. In the hectic world of investment banking, people can get stuck in their grooves. Your curiosity could inspire new insights or working methods. So never stop!

5



Find much more information and support on **Datasite's IBIQ Hub**. You can also reach out to your Datasite rep to learn about all the ways we can help.



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