

INDUSTRY-RELATED WORD LIST: *These are terms commonly used in the industry. Use of these words in your resume or cover letter might catch the eye of a prospective employer. Use these words wisely: do not overuse industry buzzwords, or use them inappropriately or when they do not apply to you.*

Investment Banking

private equity
venture capital
corporate finance
project finance
valuation
financial analysis
forecasting
competition analysis
country and risk analysis
CFA

Commercial Banking

lending
banking
credit analysis
financial services
leasing
financial statement analysis
sales
cash flow analysis
risk analysis

Financial Analysis

pro forma analysis
profit and loss statement
accounting
NPV
IRR
income statement
cash and fluid analysis
variance analysis

Accounting

accounting
audit
tax
finance
accounting software
CPA

Strategic Planning

strategic planning
business plan
multi-tasking
regression analysis
statistical analysis
risk analysis
pro forma analysis

Consultant

leadership
re-engineering techniques
systems professional
strategic planning
case research methods
SAP
BAAN
Peoplesoft

MIS

data modeling
relational databases
names of technology
Internet
documentation

Marketing

market analysis
product placement
data analysis
strategic planning
multi-tasking
promotions
marketing research
database marketing
statistical skills
communication skills

Brand Management

brand manager
product manager
consumer goods
packaged goods
sales promotion
marketing
advertising
type of industry (i.e. placement)
multi-tasking

General Management Skills

leadership
budget
quality
corporate strategy
development
skill pool planning
enterprise resource planning
project management
regression analysis
root cause analysis
risk analysis
communication skills
team player
independent worker
manager/managed

Monster.com "Buzzword" dictionary:

Finance: <http://content.monster.com/jobinfo/interview/diction/finance/>

Business/Management: <http://content.monster.com/jobinfo/interview/diction/manage/>

Marketing: <http://content.monster.com/jobinfo/interview/diction/market/>