

Canada's Investment Industry Faces



Razi Hasan

Associate Research Analyst
3Macs
Montreal, QC

How long have you worked in the industry?

I have worked in the industry since 2006.

Please tell us about any volunteer activities you may be involved in.

Regrettably, I don't have much spare time these days!

Please tell us a bit about your average day in the office.

I have recently changed career paths from Compliance to Research. In my Compliance role, an average day meant dealing with every facet of the Firm; from social media to suitability reviews allowing me to work alongside all departments. My role in Research, while still very new, has allowed me to better concentrate my time on areas of equities analysis and support of our Senior Analysts.

What drove your interest to work in the investment industry?

My education is in Finance so the investment industry was a natural transition from university. I began my career with one of the big 5 banks working on the servicing side of the industry. I changed gears and decided to work on the investment management side of the business. Along the way I was fortunate to be exposed to various areas of the business which gave me a better understanding of how the industry works while at the same time solidifying my goal to work in Research in some capacity.

Do you find the work you do satisfying? If yes, why?

I do. Getting one step closer to your desired goal, be it your career path or a daily task is worth all the investment you put in yourself and your work. Satisfaction, to me, is the ability to keep moving forward through thick and thin, and seeing the fruits of your labor. I am fortunate to work with great people and in a role that I have been working towards since the onset of my career.

How do you see the industry helping investors and the Canadian economy as a whole?

The industry is only as good as the sum of its parts, so helping investors begins at the firm level. The industry must earn investor confidence and trust, and as such, investment firms and by an extension the entire industry, must address everyday issues affecting Canadians of all demographics. At 3Macs we are putting this plan in action by dedicating a section on our website where we address common investment themes and create a dialogue with our clients by surveying their opinions and giving them insight on everyday investment concerns.

Would you recommend a career in the investment industry to a young Canadian considering his/her career options? If yes, why?

I would. First, recognize that as an employee you are not another cog in the machine, what you do matters and affects the wellbeing of the investment community at large. This is demonstrated by a given job function, from Compliance; where you help to ensure investors are being protected to research where your investment ideas cater to a stated investment objective. Finally, if you do good work, it will be recognized at some point, but you must be persistent.