Alum finds “perfect fit” in investment banking

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Elliott Howe (BSM/MACCT ’24) says that as a prospective student, discovering Tulane was a bit like a fairytale.

“For me, Tulane was like the Goldilocks of schools,” he says. “It wasn’t too big and it wasn’t too small. It wasn’t too much of a city campus and not too much of a rural campus. It was just right.”

Howe’s job as a clean technology investment banking analyst at Moelis’ Houston office fits him just right, too. After graduating from Freeman, he stepped into the analyst role, helping companies in the sustainability sector raise capital and execute mergers and acquisitions.

“I love my job,” he says. “I tell people that in investment banking, you condense five years of work into a single year in terms of learning. While it’s a busy job, it’s a valuable experience early on in your career and straight out of college."

According to Howe, one of the biggest misconceptions about investment banking is that the work can be mundane.

"No two days in investment banking are the same," he says. "And that's what's great. One day I'm working on a financial model and the next day I'm doing a deep dive on how an innovative product my client made works. Then, the day after I'm doing tasks that feel more like legal work. Sometimes I'm working with company executives to refine their business strategy. The amount of exposure that I have to new projects, cool people and new ideas is second to none."

Originally from Connecticut, Howe earned a bachelor's degree in finance with a minor in history before completing a Master of Accounting through Freeman's 4+1 program, which enables undergraduates to earn a graduate degree with just one additional year of study. Though he did not initially plan to pursue investment banking, his interests evolved during his time at Freeman.

"After taking some great classes, I slowly got drawn into the world of investment banking," he says. "It was a combination of really great professors and learning more about the profession."

Most students interested in investment banking pursue economics or finance degrees, but Howe opted for a different route.

"I always encourage people to do an accounting master's if they are interested in investment banking because it prepares you really well," he says. "Accounting is the fundamental way you learn how to do financial modeling. It teaches you the industry skills you need."

In addition to his coursework, one of Howe's most formative experiences during his time at Freeman was becoming Vice President of the Green Bull Club.

When Howe joined, the club focused broadly on finance, but he and several friends believed it could better prepare students specifically interested in investment banking careers. He planned an overhaul, restructuring the organization and revising its membership criteria to create more professional development opportunities. The revamped club now brings in speakers from the investment banking world, hosts networking events, and offers interview and resume building workshops. A key goal is to help Green Bull members build industry connections.

“Networking in investment banking is paramount,” Howe says. “Competition is fierce, but the way you get over that is by getting to know people and then they get to know you and what you’re interested in. For me, networking with Tulane alumni was especially helpful and got me my first job as an investment banking analyst at Jefferies in Houston.”

Looking back, Howe says he’s glad his work with Green Bull is giving more students a shot in the industry.

“I was very proud of the club’s transformation,” he says. “It became really important for students who were trying to get their foot in the door.”

Today, Howe says the most rewarding part of his career has been seeing the impact of the deals he helps bring to life at Moelis.

“Closing my first deal is probably my proudest accomplishment,” he says. “It took quite a while and it was quite an experience. I cut my teeth and learned a lot, and seeing the fruits of my labor was really cool.”