

# In-Class Activity: 2030 Career Track Pitch, SOLUTIONS

Digital Finance, BSc Course

Prof. Dr. Joerg Osterrieder

Day 6C companion (Future + Career Paths) | 20 min | Solo, then 60-sec pitch

---

**Premise.** The 2030 job ad from the Day 6C lecture demands fluency in Python, smart contracts, MiCA/DORA, and Canvas-quality analysis. Pick ONE career track below (or invent one). Build a 60-second pitch a hiring manager would hear in 2030.

**Tracks.** (T1) AI-augmented analyst, (T2) RegTech compliance lead, (T3) On-chain risk officer, (T4) Treasury automation engineer, (T5) Sustainable-finance data lead, or invent one.

---

## Example pitch #1: T1 AI-augmented analyst (Quantitative Partners, Zurich).

**Box 1, Job.** Cover three tokenised credit funds plus two centralised exchanges. Each week ship one Canvas-formatted memo and one Python notebook running live on-chain metrics (TVL, fee yield, oracle deviation) into a Slack channel for the PM.

**Box 2, Skills by 2030.** (i) Python + pandas + web3.py for on-chain pulls; (ii) the three-Q Canvas as a writing template; (iii) MiCA Title III stablecoin rules at a working level (whitepaper triggers, reserve-asset categories, redemption SLAs).

**Box 3, Next 6 months.** *CFA Level I* (300 hours, January window) for the credit-fundamentals piece + the *Patrick Collins / Cyfrin Updraft* “Solidity-readability” track (40 hours) for smart-contract literacy. Ship one public Dune dashboard by month 4.

**Box 4, Objection + rebuttal.** “You can read Solidity but you have not deployed.” Rebuttal: “Correct, I read it; the role calls for analyst, not auditor. I read 200 contracts a year and translate them into single-page risk memos. If you want a deployer, you want the protocol team.”

---

## Example pitch #2: T2 RegTech compliance lead (a Tier-1 EU bank).

**Box 1, Job.** Operate the bank’s MiCA Title V (CASP) plus DORA ICT-third-party register. Each week reconcile new digital-asset listings against the bank’s CASP authorisation, flag any new ICT vendor against DORA Article 28, and brief the Head of Compliance.

**Box 2, Skills by 2030.** (i) MiCA + DORA at section-level recall (not summary level); (ii) Python + SQL well enough to query the bank’s vendor and listing data lake without a developer; (iii) Chainalysis Reactor for sanctions-screening on-chain.

**Box 3, Next 6 months.** *ICA Advanced Certificate in Regulatory Compliance* (about 120 hours) for the regulatory framework + *Chainalysis Cryptocurrency Fundamentals Certification* (free, 8 hours) and *Reactor Certification* for tooling. Sit one mock DORA register review.

**Box 4, Objection + rebuttal.** “You have no banking-side compliance experience.” Rebuttal: “True, and that is why I am pitching for the regtech seat, not the AML seat. Hire me for the section-by-section MiCA + DORA reading, pair me with a senior MLRO for the banking judgement. The bank gets two FTEs of coverage for the cost of one and a half.”

---

## Example pitch #3: T3 On-chain risk officer (a digital-asset hedge fund).

**Box 1, Job.** Own protocol-risk for a \$200M DeFi book across Aave, Compound, Morpho, Maker. Each week ship a one-page risk dashboard (TVL change, oracle deviation, governance proposals, debt-ceiling utilisation) and a five-line “what would break us” note for the IC.

**Box 2, Skills by 2030.** (i) Solidity reading (audit-grade, not write-grade) and event-log decoding via ethers.js; (ii) statistical risk fluency (VaR, expected shortfall, stress-test design) at FRM Part II level; (iii) Canvas Q3 thinking as a forcing function, applied to every protocol in the book.

**Box 3, Next 6 months.** *FRM Part I* (May sitting, 240 hours) + *Cyfrin Updraft* + read the post-mortems of the Euler, Compound v2 frozen-market, and Mango Markets exploits closely. Build a personal dashboard for one protocol and ship it as a public Substack.

**Box 4, Objection + rebuttal.** “You have never traded the book.” Rebuttal: “Correct. The IC has three PMs who have traded the book. None of them have the time to read every governance proposal. That is the gap I close.”

*Common across all three pitches: a concrete weekly deliverable, a named course not a generic “learn more,” a pre-emptive objection that signals self-awareness. Weak pitches skip the deliverable, hand-wave the cert, or refuse the objection.*