

ALUMNI SPOTLIGHT: MARYBETH BROPHY '07

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Why did you and your parents select Carroll as your high school?

I'm one of five girls and my three older sisters went to Carroll. When it came time for me to look at high schools I knew I wanted to go to a Catholic high school. I looked at some of the Catholic academies in the area, but I felt like Carroll had the core values I was looking for—a Catholic education, strong academics and competitive athletics.

What lesson did you learn at Carroll that still play apart of your life everyday?

I learned that teamwork is an essential element in all things you do. I was an active member of Student Council each year at Carroll and was Executive Board President my senior year. I was used to working in a team environment on the sports field, but learning to facilitate important changes throughout school (and off the field) with my fellow classmates was a great experience. By working together, we were able to tackle new challenges and put aside our personal interests for a greater good. This carries over into my current career in corporate bond sales, where I work with other colleagues in research and trading to facilitate ideas and provide best execution to clients. I couldn't do my job without the collaboration of the team.



Do you have a fond memory that stands out from your time at Carroll?

One of my favorite classes was Sister Marianna's AP Literature Class my senior year. We studied *The Great Gatsby* in extreme detail. F. Scott Fitzgerald's writing was certainly unique, but Sister Marianna made us read beyond the pages. She spun our literature class into a history & philosophy class and challenged us to understand the meaning of the prose, the irony, the themes of the decade, and more importantly, what *Gatsby* was truly searching for. This is one of my fondest memories because it was one the first classes that challenged me to see beyond a final grade, or just a page in a book. Our deep study of *The Great Gatsby* fueled my passion for literature and inspired me to minor in English at Georgetown.

I now live in New York (where the plot of the book takes place) and I still have my copy of *The Great Gatsby* from Sister Marianna's class in my bookshelf. Last spring, before the new version of the movie was released, I cracked opened the cover and re-read all my old notes, and felt like I was right back in the group discussions in Sister Marianna's class.

Tell us about your career path...

I graduated from Georgetown in 2011 with a double major in Marketing and Management and a minor in English*. Prior to graduating, I wasn't sure what I wanted to do, so I explored different internship opportunities. I made a trip to NYC to meet some Georgetown alumni who worked on Wall Street and immediately fell in love with the lively atmosphere of a trading floor. I applied for an internship at Barclays and began in Sales and Trading that summer. Over the course of a few weeks, I learned about the stock market, rates, bonds, and commodities and how each of these products affected the global markets. I even crossed paths with fellow Archbishop Carroll Alum, John Wilson, who had graduated in 1986, and went on to be a great mentor to me that summer.

I finished in August with an offer to return to Institutional Equity Sales full time the following year. Six weeks after graduation, I joined a team of four men, selling equity research and ideas to institutional investors. I learned about hundreds of different stocks, but also learned how to manage different personalities and prioritize numerous responsibilities throughout the day.

After two years in Equities, I decided to try something new and moved to the Corporate Bond Sales desk, where I began selling corporate debt to various institutional clients of Barclays (asset managers, insurance companies, hedge funds, etc). In my new role, I had to learn a whole other side of the market, with more technical drivers, such as liquidity dynamics, treasury spreads, and commodity prices. Markets moved faster, traders got a little angrier, and the dynamics of the group were very different than my previous role. Instead of working with just 4 men, I joined the group as the lone female with 12 male teammates (a little bit like a locker room).

One of the things I enjoy most about my job is that no one-day is the same. In a generalist sales role, I have to know a little bit about all the different sectors traded in the bond market—industrials, energy, financials, and many more. I have to understand how growth in global economies affects the U.S. markets and I have to be ready for any headline or activity that could influence the market, steering it in one direction or another. I also have to be aware of what my clients investment needs are and how Barclays can provide the best solutions for them. It's a bit of a balancing act, but I enjoy the challenge.



It has been five years since I started at Barclays. I'm currently the only female on my sales team, which consists of 15 men and I work on a 500 person buzzing trading floor that's about 95% men. Every day, I listen to a lot of movie references, sports analogies, and bad jokes. But, I can genuinely say that each of my colleagues has taught me, challenged me, and mentored me over the last few years. I continue to learn more each day and I'm often complimented on my ability to hold my own in a male dominated work environment. Back at Carroll from 2003-2007, the teachers treated their male and female students the same. They challenged us, coached us, and expected the best of each of us – no matter what gender. Maybe that's why I'm not phased by all these male colleagues. I think I just see it as an opportunity.

*Fun fact: some credits from my AP Lit class at Carroll contributed to minor in English!

What advice would you give to current Carroll students?

Challenge yourself. Carroll has many different honors classes, clubs, sports teams, and extracurricular activities to choose from. Try everything out and figure out what you like. Challenge yourself so that you grow as an individual. By asking for more at Carroll, you can achieve more. Whether it was a teacher encouraging me to work harder, or a coach telling me to run faster, I was constantly challenged to be better. The strong work ethic I developed at Carroll helped me succeed at Georgetown and eventually landed me here in finance.



What do you hope is in the future for Carroll?

I had a wonderful experience at Carroll for a lot of reasons, but especially because of the faculty and coaches that committed their time to teaching us and instilling core Catholic values in each of us. I hope that Carroll continues to grow and thrive and we keep great mentors and teachers in the halls so that future students get the same great experience that I had.

Is there anything else you'd like to share?

Looking back, you experience many ups and down in high school. It's hard to realize in the moment that so much of what you are experiencing at Carroll is setting you up for your future. You build friendships that last a lifetime & establish a core set of Catholic values that shape who you become as an adult. The lessons you learn within the halls will carry over into your future endeavors. Make sure you don't take it for granted and remember to appreciate all of the things God has blessed you with while you're there.