

# Wilbanks Partners Track Record



# Selected Representative Assignments

## Board of Directors

Major Independent Investment Firm  
*Member, Board of Directors (3)*  
 Major Private Equity Firm  
*Member, Advisory Board*  
 Investment Software Services Company  
*Member, Board of Directors (5)*  
 Large Global Public Investment Firm  
*Chairman*  
 Global Public Investment Management Firm  
*Member, Board of Directors*  
 Large Mutual Fund  
*Independent Trustee (3)*  
 Major Financial Services Industry Association  
*Member, Board of Directors (2)*  
 Global Financial Services Association  
*Board Governance Study & Member Assessment*

## CEO / COO

Major OCIO Firm  
*Chief Executive Officer & President*  
 Leading ESG Investment Firm  
*Chief Executive Officer*  
 Major Wealth Management Firm  
*President & Chief Operating Officer*  
 Major Financial Services Association  
*President & Chief Executive Officer*  
 Major Financial Services Association  
*President & Chief Executive Officer*  
 Major Financial Services Trade Association  
*President*  
 Major Financial Services Trade Association  
*President & Chief Executive Officer*  
 Large Global Public Investment Firm  
*President & Chief Executive Officer*  
 Major Global Diversified Investment Firm  
*President – Hedge Fund of Funds*  
 Major Global Diversified Investment Firm  
*President – Retirement Services*  
 Significant Ultra HNW Boutique Private Bank  
*President & Chief Executive Officer*  
 Large Mutual Fund Company Subsidiary  
*President & Chief Executive Officer*  
 Investment Analytics Software Co.  
*President & Chief Executive Officer*  
 Major Family Office  
*Chief Executive Officer (2)*  
 Major Family Office  
*Chief Executive Officer*  
 Major Family Office  
*Chief Executive Officer*

## Chief Investment Officer

Major Regional Bank  
*CIO – Investment & Wealth Management*  
 Significant Ultra HNW Boutique Private Bank  
*Chief Investment Officer*  
 Leading ESG Investment Firm  
*Chief Investment Officer*  
 Major Community Foundation  
*Chief Investment Officer*  
 Major Hedge Fund  
*Managing Director & CIO*  
 Major Investment Firm  
*Chief Investment Strategist & Head of Investment Operations*  
 Major Pension Fund  
*Director of Alternative Investments*  
 Boutique Value Investment Firm  
*Chief Investment Officer*  
 Major European Investment Firm  
*MD & CIO Hedge Fund of Funds – US*  
 Large Family Office  
*Chief Investment Officer*

## Equities

Major Investment Firm  
*Deputy Chief Investment Officer*  
 Major Private Bank  
*Senior Portfolio Manager & Head of Small Cap*  
 Boutique Value Investment Firm  
*Deputy Chief Investment Officer*  
 Large Multi-Family Office  
*Investment Director – Fund of Funds*  
 Large Hedge Fund  
*Head of Equity Research*  
 Large Mutual Fund Company  
*Retailing Analyst*  
*Technology Analyst*

## Fixed Income

Major Global Diversified Investment Firm  
*MD & Head, Global Fixed Income*  
*MD & Portfolio Manager*  
 Large International Insurance Company  
*Senior Credit Portfolio Manager*  
*Senior Credit Research Analyst*  
 Large Hedge Fund  
*MD & Head of Fixed Income Strategies*  
 Leading Independent Global Asset Manager  
*Sr. Portfolio Mgr – Emerging Market Debt*  
 Major Hedge Fund of Funds  
*Senior Analyst – Manager Assessment (3)*

## Institutional Sales & Marketing

Major Investment Firm  
*Managing Director & Head of DCIO Sales*  
 Large Diversified Investment Firm  
*Director, Head of Insurance & Sub-Advised Sales Channel*  
 Major Independent Investment Firm  
*EVP & Division Executive, Defined Benefits Administration*  
 Leading ESG Investment Firm  
*SVP & Head of Pension Sales/Consultant Cvrgr*  
 Global Large-Scale Diversified Asset Manager  
*MD – Middle Market Pension Sales*  
 Major Investment Firm  
*MD & Head of Institutional Distribution*  
 Major Private Equity Firm  
*Partner – New Business Development*  
 Alternatives Fund of Funds  
*MD & Head of Sales and Client Service*  
 Major Global Diversified Investment Firm  
*MD & Chief Marketing Officer – Institutional*  
 Major Investment Firm  
*VP & Chief Marketing Officer – Institutional*  
 Major Venture Capital Firm  
*Director, Head of Marketing & Client Service*  
 Major Global Asset Management Firm  
*Senior Institutional Equity Sales*  
*Specialist & Client Portfolio Manager*  
 Large Hedge Fund  
*VP – Client Services Relationship Manager*  
 Large Investment Management Firm  
*Director – Pension Consultant Relations*  
 Large Life & Annuity Insurance Firm  
*Marketing Director – Pension Sales, Midwest*  
 Large Diversified Investment Firm  
*SVP & Head of Northeast Regional Sales*  
 Large US-Based Investment Manager  
*MD & Head of Client Solutions*  
 Mid-Size Global Equity Manager  
*Partner & Head of Marketing & Client Service*

## Quantitative Investments

Global Quantitative Equity Investment Manager  
*Global Chief Investment Officer*  
 Major Independent Mutual Fund Firm  
*MD & Head of Quantitative Equity Investing*  
*Senior Quantitative Research Analyst (3)*  
*Global Macro Economist (2)*  
 Absolute Return Hedge Fund  
*Quantitative Analyst*  
 Large Electronic Securities Trading Firm  
*Director of Financial Engineering*  
 Major Ratings Agency  
*Head of Hedge Fund Ratings*

## Retail Sales & Marketing

Major Investment Management Firm  
*President – Retail Distribution*  
 Major Private Equity Firm  
*Head of Retail Distribution*  
*Head of National Accounts – Broker/Dealers & Private Banks*  
*Chief Marketing Officer – Retail*  
 Leading ESG Investment Firm  
*EVP & Head of Distribution*  
*VP & Head of Internal Sales Desk*  
 Major Investment Management Firm  
*MD & Head of Retail Distribution*  
 Major Global Asset Management Firm  
*MD & Head of Exchange Traded Funds*  
 Major Investment Management Firm  
*VP & Head of National Accounts*  
 Major Investment Management Firm  
*EVP & Head of e-Commerce*  
 Major Life and Annuity Insurance Company  
*SVP & Chief Marketing Officer*  
 Major Investment Firm  
*VP & Chief Marketing Officer – Retail*  
 Major Global Asset Management Firm  
*SVP – Digital Marketing*  
*Global Head of Corporate Communications*  
 Major Investment Management Firm  
*Director – New Client Acquisition*  
*Director & Chief Marketing Officer – Retail Client Segment*  
*Director & Chief Marketing Officer – Digital & Social Media*  
*Director & Chief Marketing Officer – ETF & Advisor Channel*  
 Major Public Investment Company  
*MD – Product Management & New Product Development*  
 Major Investment Firm  
*Director – New Product Development & Product Management*  
 Mid-Size Investment Firm  
*MD, National Product & Sales Manager*  
 Retail Investment Firm  
*Vice President – Sales, Central Region*

# Selected Representative Assignments

## Wealth Management & Family Office

Major Wealth Management Firm  
*President & Chief Operating Officer*  
*EVP & Chief Financial Officer*  
*EVP & Chief Risk Officer*  
*EVP & General Counsel*  
*EVP & Head of Operations*  
*EVP & Chief Information Officer*  
*EVP & Head of Finance*  
*EVP & Head of Service*  
*EVP & Head of National Sales & Field Development*  
 Major Regional Bank  
*President – Retail Brokerage Division*  
 Money Center Bank  
*President – Retail Brokerage Division*  
 Major European Private Bank  
*MD & Head of US Private Banking*  
 Large Family Foundation  
*Chief Investment Officer*  
 Large Family Office  
*Chief Executive Officer*  
*Chief Investment Officer*  
 Large Family Office  
*President*  
 Large Family Office  
*President*  
*Director of Investments*  
 Large Family Office  
*Director – Manager Search & Evaluation*  
 Large Multi-Family Office  
*Investment Director – Fund of Funds*  
 Large Family Office  
*Head of Investments & Portfolio Administration*

## Technology and Operations

Major Wealth Management Firm  
*EVP & Head of Operations*  
*EVP & Chief Information Officer*  
*EVP & Head of Service*  
 Major Independent Investment Firm  
*EVP – Enterprise Operations*  
*EVP, Operations & Implementation, Retirement Business*  
 Global Investment Management Firm  
*Chief Information Officer*  
 Global Commodities Trading Services Firm  
*Chief Information Officer*  
 Large Global Security Services Bank  
*SVP & Head of Product Management, Fund Services*  
 Global FX Software and Trading Services Firm  
*MD – Americas Sales & Client Services*  
*VP & Head of e-Commerce, Americas*  
 Large Financial Services BPO Firm  
*GM – Enhanced Shared Services*  
 Large Public Diversified Investment Firm  
*Group Manager – Middle Office Operations*  
 Major Investment Management Firm  
*VP – Investment Operations Manager*  
 Major Financial Svcs Compensation Consultant  
*VP – Technology & Operations Consulting*  
 Major Investment Services BPO Firm  
*VP – Marketing Comm. & Brand Management*  
*VP – Digital & Social Marketing*  
 Middle Office Software Company  
*VP – New Business Development*  
*Product Manager*

## Corporate Officers

Major Investment Management Firm  
*Chief Financial Officer*  
 Major Wealth Management Firm  
*EVP & Chief Financial Officer*  
*EVP & Head of Finance*  
 Major Life & Annuity Insurance Company  
*Chief Financial Officer*  
*SVP, Corporate Controller & Deputy CFO*  
 Major Independent Investment Firm  
*Chief Actuary – Defined Benefit Consulting*  
*Head of International Audit*  
 Large Global Private Equity Firm  
*Chief Administrative Officer*  
 Major Global Asset Management Firm  
*Global Head of Public Relations*  
 Large US-Based Investment Manager  
*Director of Global Human Resources*  
 Mid-sized Independent Investment Manager  
*Chief Human Resources Officer*  
 Major Family Office  
*Chief Financial Officer*

## Legal, Risk Mgmt & Compliance

Major Wealth Management Firm  
*MD & Chief Risk Officer*  
*MD & General Counsel*  
 Major Life & Annuity Insurance Company  
*SVP & Chief Risk Officer*  
 Large Global Insurance Firm  
*Head of Risk Management – Hedge Fund of Funds, US Investment Division*  
 Major Investment Management Firm  
*EVP & General Counsel*  
*SVP & Head of Risk Mgmt, Quantitative Research & Product Development*  
 Major Pension Fund  
*Vice President – Investment Risk*  
 Major Hedge Fund of Funds  
*Senior Analyst – Risk Management*

## Diversity

Major Regional Bank  
*CIO – Investment & Wealth Management*  
 Major Wealth Management Firm  
*MD & Chief Risk Officer*  
 Global Public Investment Management Firm  
*Member, Board of Directors*  
 Large Mutual Fund  
*Independent Trustee (3)*  
 Leading ESG Investment Firm  
*EVP & Head of Distribution*  
*SVP & Head of Pension Sales*  
*VP & Head of Internal Sales Desk*  
 Significant UHNW Boutique Private Bank  
*Chief Investment Officer*  
*Managing Director & Head of Client Service*  
 Major Independent Investment Firm  
*Member, Board of Directors*  
*Principal – Institutional Strategic Consulting*  
*Principal & Head of Quantitative Equities*  
*Head of International Audit*  
*Director & CMO – Digital and Social Media*  
*Senior Quantitative Research Analyst*  
*Quantitative Research Analyst*  
*Investment Analyst*  
*Global Macro Economist*  
 Major Community Foundation  
*Chief Investment Officer*  
 Major Independent Investment Firm  
*EVP, Operations & Implementation, Retirement Service Business*  
 Major Investment Firm  
*VP & Chief Marketing Officer – Institutional*  
*VP & Chief Marketing Officer – Retail*  
 Major Global Asset Management Firm  
*SVP – Digital Marketing*  
 Major Pension Fund  
*Director of Alternative Investments*  
 Major Global Asset Management Firm  
*Senior Institutional Equity Sales*  
*Specialist & Client Portfolio Manager*  
 Mid-Size Global Equity Manager  
*Partner & Head of Marketing & Client Service*  
 Large International Insurance Company  
*Fixed Income Portfolio Manager*  
*Fixed Income Credit Analyst*  
 Investment Analytics Software Company  
*Head of Sales*  
 Middle Office Software Company  
*Product Manager*  
 Large Family Office  
*Director of Investments*  
 Large Family Office  
*Head of Investments & Portfolio Administration*



# Selected Representative Diversity Recruitments

## Asset & Wealth Management

### Board of Directors

Major Global Private Equity Firm  
*Member, Board of Directors & Chair of Audit Committee*  
 Major Independent Investment Firm  
*Member, Board of Directors*  
 Global Public Investment Mgmt Firm  
*Member, Board of Directors*  
 Large Mutual Fund  
*Independent Trustee (3)*  
 Major Financial Services Industry Association  
*Member, Board of Directors*

### Chief Investment Officer

Major Regional Bank  
*CIO – Investment & Wealth Mgmt*  
 Significant UHNW Boutique Private Bank  
*Chief Investment Officer*  
 Major Pension Fund  
*Director of Alternative Investments*  
 Major Community Foundation  
*Chief Investment Officer*  
 Large Family Office  
*Director of Investments*  
 Large Family Office  
*Head of Investments & Portfolio Administration*

### Institutional Sales & Marketing

Major Independent Investment Firm  
*EVP & Division Executive, Defined Benefits Administration*  
 Leading ESG Investment Firm  
*SVP & Head of Pension Sales*  
 Mid-Size Global Equity Manager  
*Partner & Head of Marketing and Client Service*  
 Major Investment Firm  
*VP & Chief Marketing Officer – Inst'l*  
 Investment Analytics Software Company  
*Head of Sales*  
 Major Global Asset Management Firm  
*Senior Institutional Equity Sales Specialist & Client Portfolio Manage*

### CEO / COO

Major Family Office  
*Chief Executive Officer*  
 Large Family Office  
*President & CEO*

### Equities

Major Independent Mutual Fund Firm  
*MD & Head of Quant. Equity Investing*  
*Sr. Quantitative Research Analyst (3)*  
*Global Macro Economist (2)*

### Retail Sales & Marketing

Leading ESG Investment Firm  
*EVP & Head of Distribution*  
*Head of Internal Sales Desk*  
 Major Global Asset Management Firm  
*SVP & Head of Retail Marketing*  
 Major Investment Firm  
*VP & Chief Marketing Officer – Retail*  
 Major Global Asset Management Firm  
*SVP – Digital Marketing*  
 Major Investment Management Firm  
*Director & Chief Marketing Officer – Digital and Social Media*  
 Significant UHNW Boutique Private Bank  
*Managing Director & Head of Client Service*  
 Mid-sized Investment Firm  
*ETF Product Manager*

### Corporate Officers

Major Independent Investment Firm  
*Head of International Audit*  
 Major Wealth Management Firm  
*MD & Chief Risk Officer*  
 Mid-Sized Global Investment Manager  
*Director of Human Resources*  
 Mid-sized Independent Investment Manager  
*Chief Human Resources Officer*

### Fixed Income

Large International Insurance Company  
*Senior Credit Portfolio Manager*  
*Senior Credit Research Analyst*

### Technology and Operations

Major Independent Investment Firm  
*EVP, Operations & Implementation, Retirement Business*  
 Middle Office Software Company  
*Product Manager*

# Wilbanks Partners: Selected Mission-Driven Assignments

Client	Role
Greenbacker Capital	Member – Board of Directors & Chair of Audit Committee
Morningstar Funds Trust	Independent Trustees (2)
True Link Financial	Head of RIA Platform
The Investment Fund for Foundations (TIFF)	President
Sustainability Accounting Standards Board (SASB)	Member, Board of Directors (2)
Insured Retirement Institute (IRI)	President & Chief Executive Officer
Money Management Institute (MMI)	President & Chief Executive Officer
National Investment Company Services Assoc. (NICSA)	President
The New York Community Trust	Chief Investment Officer

# Wilbanks Partners: Selected Mission-Driven Assignments

Client	Role
International Swaps & Derivatives Association (ISDA)	Chief Executive Officer Vice Chairman & Head of International General Counsel
Investment Company Institute (ICI)	EVP & Chief Operating Officer General Counsel Managing Director & Head of Europe Head of Member Services