

Sam Smith

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PROFESSIONAL EXPERIENCE

ABC COMPANY, Investment Management
Assistant Director, Distribution & Origination

New York, NY

September 2012-Present

- Responsible for the origination, distribution and marketing of over \$1 billion in private equity (PE) commitments to high net worth, family office and institutional clients
- Designed and executed strategic business plan leading to \$20 million in firm revenue in 2013 (+55% YoY)
- Expanded PE platform from three offerings in 2012, to seven offerings in 2013, across buyout, real estate, private debt and infrastructure investment strategies. Led commercial negotiations of placement agreement terms with third party PE funds
- Institutionalized the fundraising process by implementing "end-to-end" operating model allowing increased sales productivity within a risk-controlled environment & framework
- Advanced sales efforts by developing all platform marketing collateral, presenting actionable investment ideas via national video broadcast, and conducting product-specific training

Associate Vice President, Business Development

May 2010-September 2012

- Successfully led firm-wide regulatory remediation project for investment advisory and broker-dealer businesses requiring regular dialogue with regulators and ABC senior management. Hired and managed dedicated team of consultants to execute action items
- Built open-architecture fixed income trading desk, led strategic planning with institutional trading desk and third party dealer (e.g., Callabababra, Waalyworld), hired trading professionals, and developed new product capabilities (e.g., non-USD fixed income)
- Successfully led exit from offshore regional office which included negotiating severance plan, ensuring client coverage, external communications and business continuity planning
- Youngest member of ABC's Management Committee

JK CDF, Wealth Management

New York, NY

Associate Vice President, Investments, Real Assets

July 2009-March 2010

- Developed the first Real Assets sponsored, publicly registered, non-listed real estate investment trust (REIT)
 - First in industry; \$2.25 billion common stock offering with innovative, daily valuation structure
- Managed internal product approval process and SEC, Blue Sky and FINRA registrations for a '33 & '34 Act, public company
- Initiated relationships and interviewed 40+ private equity real estate managers in consideration for a ML PE feeder fund offering
- Managed due diligence process and negotiated economic terms & distribution agreements with third party asset managers
- Voting member on the Alternative Investments Third Party Fund of Funds Investment Committee
- Selected by Senior Management to participate on the Investment Operating Committee

Analyst / Assistant Vice President, Financial Products Group

January 2006-June 2008

- Executed new product approvals including property derivatives (NCREIF & RPX indices) and IRC §1031 tax-deferred exchanges
- Selected by Senior Management to participate in Innovation Program
- Conducted a comprehensive, firm-wide asset allocation analysis identifying areas of opportunity and growth (e.g., real estate)

EDUCATION

UNIVERSITY OF COLORADO, LEEDS SCHOOL OF BUSINESS

Boulder, CO

B.S. in Business Administration; Dual emphasis in Finance & Accounting

- Delta Sigma Pi, International Professional Business Fraternity, Corporate Sponsorship Director (achieved chapter record in funding)

UMBRIA INSTITUTE / ARCADIA UNIVERSITY

Perugia, Italy

Study Abroad Program

- International studies program combining Italian language with courses on Italian culture, history and politics

AS CHRISTIAN UNIVERSITY

Fort Worth, TX

School of Liberal Arts

LEADERSHIP & PERSONAL ATTRIBUTES

UNIVERSITY OF COLORADO, LEEDS SCHOOL OF BUSINESS

Boulder, CO

Member, Graduates of the Last Decade (GOLD) Board. Chartered to support the Leeds School of Business with the mission of "Empowering the students and young alumni of the Leeds School of Business by creating a culture of community and pride in their alma mater while inspiring them to become principled and innovative leaders in their communities and throughout the world."

HOPE FOR THE WORLD

New York, NY

Active Volunteer. Focused on providing volunteer & financial resources to organizations serving the poor and marginalized of NYC

JUNIOR ACHIEVEMENT

Boulder, CO

Volunteer Teacher. Educated elementary school students about workforce readiness, entrepreneurship and financial literacy

— NRA Series 7 and Series 66 Licenses
— Advanced in Microsoft Office, Bloomberg and Factset

— Programming experience: HTML, Java, C++
— Avid skier, squash player and golfer (single digit handicaps)