

Dear Fellow Society Members and Stakeholders,

February saw the completion of the local round of the 2016 CFA Institute Global Investment Research Challenge. Teams from nine local colleges and universities presented equity research and recommendations on Signet Jewelers (NYSE: SIG) at the City Club on Saturday, February 27th. Faculty Advisor Chase Senk, along with team members Matthew Strobelt, Iagos Lucca, Josh Ippolito, and Jerad Kitzler from Walsh University came out on top. Congratulations Walsh!!! A picture of the winners can be found on page 9.

I'd be remiss if I didn't thank the management team at Signet Jewelers for their support and access throughout the competition. Thank you Signet. I'd also like to recognize Carolyn Raines, CFA Society Cleveland Education Chair, who led this year's Research Challenge. She put in countless hours to make this year's Research Challenge a great experience for the participants. This is just one of the areas in which she has made a great contribution to our Society this past year, and I want to take this opportunity to thank her, and her volunteer army of mentors and judges, for all of their hard work and dedication throughout the competition. My sincerest thanks to all.

John Silvis, Vice President, Matt Scullen, Treasurer, and Cindy Nace, Executive Director attended the 2016 CFA Institute Americas Regional Meeting on March 17-19 in San Diego. The regional meetings bring society leaders together to share experiences, ideas, and best practices for meeting the needs of their local members. The group gained insight on CFA Institute's new marketing campaign, various global advocacy programs, as well as how we as a society can broadly collaborate with our Midwest society peers. Expect to see more detail from Society leaders in the near future. In the meantime, please follow CFA Society Cleveland on Twitter, Facebook, and LinkedIn. We've begun to ramp up our presence on social media and welcome your feedback.

After a nine-year hiatus, The Financial Compensation Survey has returned! Thanks to CFA Society Minnesota for the invitation to participate. We are one of twenty-one local CFA societies to participate this year. Your participation will provide you, and the rest of the industry, with a unique comparison of salaries, job satisfaction, motivational factors and other industry trends in the financial and investment sectors. Thanks to the 72 members who have already taken the survey. Please see additional details on the CFA Society Cleveland website and on page 4. [2016 Compensation Survey Link](#)

On June 22, 2016, we will once again host the Midwest Investment Conference (MIC) at the Renaissance Hotel in downtown Cleveland. The MIC is THE investor showcase for public issuers in the Midwest. The conference will feature auditorium presentations and pre-arranged one-on-one and small group meetings with public issuers, industry analysts, buy-side portfolio managers and investors. Information is on the CFA Society Cleveland website and registration can be found at [www.go2mic.org](http://www.go2mic.org). **Registration is free to CFA Institute members who register by May 15th!**

As mentioned in previous newsletters, we are currently looking for volunteers to help in a variety of positions for the new fiscal year which begins on July 1st. If you have any interest in serving, please contact me at your convenience using the information below.

Thank you for your continued support.

Sincerely,  
Tom Jalics, CFA  
Phone: (216) 509-2272  
Email: [president@cleveland.cfasociety.org](mailto:president@cleveland.cfasociety.org)

Check us out on LinkedIn,  
Twitter, Facebook and YouTube



CFA Society Cleveland  
24199 Lyman Blvd.  
Shaker Heights, Ohio 44122  
216-696-8066



# MIDWEST INVESTMENT CONFERENCE

## MIDWEST INVESTMENT CONFERENCE 2016

**The Midwest Investment Conference 2016 Sponsors will enjoy a unique and valuable touch-point with key decision-makers at public companies as well as investment and asset-management organizations. By sponsoring this unique event, your organization will increase visibility among centers of influence and significantly enhance brand awareness.**

### MIC 2016 Sponsorship Levels

#### **TITLE SPONSOR \$8,000 (Exclusive to One Sponsor Only)**

- Complimentary admission for four people
- Private breakout room to hold meetings during the conference
- Exhibition table and preferred seating / signage at luncheon
- Option to introduce keynote speaker
- Prominently featured as Title Sponsor on conference-related communications, including email distributions, signage, newsletters, website and other promotional materials
- Highlighted in all press releases issued after confirmation. Conference administrators will be issuing press releases via Business Wire's Midwest distribution circuit, ensuring very broad dissemination and exposure
- Direct link to your website from MWIC's home page
- Full-page advertisement (provided by sponsor in print-ready format) in CFA Society Cleveland member newsletter
- 2 Job Postings on the CFA Society Cleveland website

#### **PLATINUM SPONSORS \$4,000 Contribution**

- Complimentary admission for two people
- Exhibition table
- Preferred seating and signage at luncheon
- Prominent branding and attribution throughout conference venue
- Listed as Platinum Sponsor on all conference-related communications, including email distributions, newsletter, website and other materials
- Highlighted in all press releases issued after confirmation. Conference administrators will be issuing press releases via Business Wire's Midwest distribution circuit, ensuring very wide exposure
- Half-page advertisement (provided by sponsor in print-ready format) in CFA Society Cleveland member newsletter
- 1 Job Posting on the CFA Society Cleveland website

#### **GOLD SPONSORS \$2,000 Contribution**

- Listed as Gold Sponsor on conference-related communications, including email distributions, signage, newsletter, website and other materials
- Highlighted in all press releases issued after confirmation. Conference administrators will be issuing press releases via Business Wire's Midwest distribution circuit, ensuring very wide exposure

**You may also visit the conference website at [www.go2mic.com](http://www.go2mic.com) for additional information.**

# 2016 COMPENSATION SURVEY

**THE FINANCIAL COMPENSATION SURVEY IS BACK. SEE HOW YOU STACK UP AGAINST THE INDUSTRY.**

**TAKE THE 5 MINUTE SURVEY TODAY**

**[Link to 2016 Compensation Survey](#)**



**Invest in Yourself. Take the 2016 Financial Compensation Survey.**

## 2016 COMPENSATION SURVEY

You and other industry professionals are invited to participate in CFA Society Cleveland's 2016 Financial Compensation Survey [link to Survey](#). This survey returns to the Northeast Ohio market after a nine-year hiatus. Your participation will provide you - and the rest of the industry - with a unique comparison of salaries, job satisfaction, motivational factors and other industry trends in the financial and investment sectors.

In addition to our local area, financial and investment professionals in more than 20 other markets throughout the Midwest and beyond also will be participating in this survey. With an estimated reach of 10,000+ financial and investment professionals in these markets, the 2016 Financial Compensation Survey will provide both localized and aggregate-level data on compensation and pay structure throughout the entire region.

This survey is fully anonymous, with no identifiable data gathered, and will close May 13. Research findings will be released once the analysis is completed in early fall.

To help us compile as robust a set of responses as possible, please share this survey, <https://www.surveymonkey.com/r/CFAComp16>, with your personal network of financial and investment professionals in the area.

Thank you in advance for adding your insight to this valuable industry resource.

# PROGRAMMING

## CFA Society Cleveland presents... Women In Leadership Speaker Series

The CFA Society Cleveland is hosting its first Women in Leadership speaker series, that will include executives from Fortune 500 companies, top national professional firms and those who have played key roles in helping the advancement of females. The events will run throughout the luncheon season and span an array of current and interesting topics for both men and women, including the current environment and its impact on various aspects of the market, diverse Boards as a key to success, and the importance and impact of female investors. Speakers have included Mary Catherine Sinclair, Director at Strategas Research, Heather Ettinger, Managing Partner at Fairport Asset Management, and Maryrose Sylvester, CEO at GE Lighting. Joining us in 2016 will be Jackie Acho, President at The Acho Group, Dr. Loretta Mester, President & CEO of the Federal Reserve Bank of Cleveland and Heather Brilliant, Morningstar.

**April 27, 2016**  
**May 5, 2016**

**Jackie Acho, Ph. D, The Acho group**  
**Heather Brilliant, Morningstar**

[Register Here](#)  
[Register Here](#)

## Join us May 12th 5:30 to 8:00PM at the Hermit Club at Hofbrauhaus Cleveland for our Annual Member's Night and Annual Meeting



**Enjoy a fun night of networking and food and drink. CFA Society Cleveland will highlight our successes in 2016 and preview 2017**

**Local and Institute Members are free**  
**All members can bring one guest free**  
**Additional guests are \$20 per guest**  
**Students and Candidate non members \$20**  
**Non members \$20**

**Please RSVP by May 10th, beer, wine and appetizers will be provided.**

Parking is available in nearby lots and valet is available, both are at the attendees cost.

[Register Here](#)

# PROGRAMMING

## CALENDAR OF EVENTS



**April 27, 2016**  
**Jackie Acho**  
**The Acho Group**

[Register Here](#)

### ***What it's really going to take to get more women in leadership, and why men should care? Women in Leadership Series presents Jackie Acho, PhD., President, The Acho Group, April 27, 2016***

In this discussion, we will tackle the myths and realities of women in leadership:

- Why we have not made more progress, ~ 50 years after the feminist revolution?
- Why it matters that we do make progress?
- What it will take to get more women (and good men) in leadership ?

The answers may surprise you.

Jackie is President of The Acho Group, a strategy and leadership consulting firm. Prior to founding The Acho Group in 2005, she was a Partner of McKinsey & Company. She has worked for technology, industrial, academic, nonprofit, and economic development clients on a variety of issues, with particular focus on growth and innovation, strategy, and leadership development for more than 20 years.

Jackie received her master's degree and Ph.D. in inorganic chemistry from the Massachusetts Institute of Technology, and a B.S. in chemistry with highest honors from the University of Michigan in Ann Arbor. Jackie was named one of the "top 40 under 40" by Crain's Cleveland Business Magazine and "one of the 500 most influential women in Northeast Ohio" by Northern Ohio Live magazine. She was member of the Leadership Cleveland Class of 2012 and a YWCA Wisdom Circles Mentor. Jackie currently serves on the Boards of Jumpstart, Inc., Entrepreneur's EDGE, and the Technology Commercialization Steering Committee of Case Western Reserve University. Jackie is a member of the Cleveland Forward Cities Council, including the Aspen Institute. She has served on Boards of the National Inventors Hall of Fame, The Urban League of Greater Cleveland, the Wright Center for Sensor Systems, and the Advisory Boards of NorTech and the Generation Foundation.

Jackie has taught "Finance in the Real World" in the Masters of Finance Program at Case Western Reserve University's Weatherhead School of Management, where she continues to be a guest speaker on topics including: leadership, strategy, and innovation. Jackie is a featured speaker in the Massively Open Online Course (MOOC) Beyond Silicon Valley: Growing Entrepreneurship in Transitioning Economies.

Jackie and her colleagues write about how leaders can create an organizational Currency of Empathy® at <http://currencyofempathy.wordpress.com/> and have a proprietary Currency of Empathy®/Culture of Innovation® diagnostic to help leaders and organizations recover their entrepreneurial spirit. In October 2014, she gave the TEDx talk: A Good Day's Work Requires Empathy. Jackie served as a TEDx coach in 2015 and is on the Lead Speaker Curation team for 2016 TEDxCSU.

# PROGRAMMING

## CALENDAR OF EVENTS



**May 5, 2016**

Heather Brilliant, CFA  
Morningstar Australasia

[Register Here](#)

### **CFA Cleveland will use the month of May to explore **PUTTING INVESTORS FIRST: The duty to protect Investors Interests****

**Heather Brilliant, CFA, Chief Executive Officer, Morningstar Australasia, Thursday, May 5, 2016, Wil Series**

#### ***Wide moat investing – finding high quality businesses with sustainable competitive advantages, and why this works***

Wide moat investing – finding high quality businesses with sustainable competitive advantages, and why this works (particularly when coupled with valuation) – based on my book, "Why Moats Matter"

Heather Brilliant, CFA, is chief executive officer of Morningstar Australasia. In this role, she leads a team of approximately 125 financial services professionals based in Australia and New Zealand. Brilliant works closely with global and regional teams to create, communicate, and implement strategies for the business based on functional and local market priorities.

Prior to assuming her current role in 2014, Brilliant was global director of equity and corporate credit research for seven years. In this role, she led Morningstar's global equity and corporate credit research teams, consisting of more than 120 analysts, strategists, and directors. She also served on Morningstar's Economic Moat committee, a group of senior members of the equity research team responsible for reviewing all of the firm's Economic Moat and Moat Trend ratings. Brilliant is co-author of *Why Moats Matter: The Morningstar Approach to Stock Investing*, published by John Wiley & Sons in 2014.

Before joining Morningstar in 2003 as an equity analyst, Brilliant spent several years as an equity research analyst for boutique investment firms. She has covered a variety of sectors, including pharmaceuticals, biotechnology, business services, and retail. She started her career at Bank of America as a corporate finance analyst, covering the auto industry.

Brilliant holds a bachelor's degree in economics from Northwestern University and a master's degree in business administration from the University of Chicago Booth School of Business. She also holds the Chartered Financial Analyst® designation. Brilliant is a member of the CFA Institute Board of Governors and is a past chairman of the CFA Society of Chicago. In 2014 she completed the High Performance Board program at IMD Business School in Lausanne, Switzerland, where participants learn how to identify the strategies, structures and processes that make boards the driving force behind their company's success. In 2013, *Crain's Chicago Business* named Brilliant to its annual 40 Under 40 class, a list that includes professionals from a variety of industries who contribute to Chicago's business, civic, and philanthropic landscape.

# PROGRAMMING

## CALENDAR OF EVENTS



**May 18, 2016**

Jim Ware

Focus Consulting Group

[Register Here](#)

**Each May, CFA Institute members join together to build awareness around the importance of putting clients first. By supporting Putting Investors First Month, we want to inspire our community to make a real impact and foster a market environment where both investment professionals and investors can thrive**

**Jim Ware, Focus Consulting Group, *Creating a More Client-Centric Culture*, May 18, 2016**

### *Creating a More Client-Centric Culture*

Jim Ware, well-known industry consultant to large and small managers, will discuss the mindset and culture of successful asset management firms that place the client needs first, followed by employees and owners. This participative session will utilize voting technology to gauge the audience's views and experiences, and will present options to maintain a fiduciary focused culture which truly serves the client. Jim will discuss why many industry observers believe the current model is broken, and what needs to be done to fix it. Discussion points will include:

- What is culture and why is it so important to successful investment firms?
- Where does the client fit in the discussion of culture?
- What does it mean to build a client-centric culture? How is it done?
- What do sales and client service look like in the New Era?

James Ware, CFA is the founder of Focus Consulting Group, a firm dedicated to helping investment leaders leverage their talent. James is also a highly acclaimed industry author and international speaker on the subjects of investment leadership, culture and building high performing teams. A frequent keynote speaker at CFA Institute, Mutual Fund Educational Alliance, Investment Adviser Association, U.S. Institute and other major industry conferences, James is recognized for his insightful, inspiring and entertaining presentations. His recent books, "Investment Leadership: Building a Winning Culture for Long-Term Success" (Wiley, 2003) and High Performing Investment Teams (Wiley, 2006) identify those elements of leadership and teamwork that lead to sustainable success for investment firms. His articles have been published in the FAJ and JPM. James has 20 years' experience as a research analyst, portfolio manager, and director of buy-side investment operations. He has been a guest lecturer on the topic of investment firm management at the Kellogg Graduate School of Management at Northwestern University. His educational background includes a Masters in Business from the University of Chicago and a degree in philosophy from Williams College, where he graduated Phi Beta Kappa.



# ADVOCACY

## Break up Big Banks or Tax Leverage: How Will Fed Officials Solve "Too Big to Fail"?

By Linda Rittenhouse, JD  
Categories: Systemic Risk



Federal Reserve Bank of Minneapolis President Neel Kashkari's call to break up the big banks has reopened a debate about whether the United States has done enough to prevent another financial crisis of the magnitude that the global economy experienced in 2008.

While the source of this call for action may lack power to set the Fed's macroprudential policy, one nonetheless might find it surprising coming from a former Goldman Sachs executive who, when serving under then-US Treasury Secretary Henry Paulson, led the program to bail out the largest US banks. But while Kashkari was a self-described "first responder" to the financial crisis in seeking bailout funds, he notes that at the time, there were but two options – "both bad": stabilize the financial sector through cash infusions; or risk a potential Great Depression.

Since then, regulators have imposed a number of requirements, all aimed at shoring up financial institutions to withstand future shocks without sending the economy into a tailspin and requiring cash bailouts from Congress. There are new stress tests, capital and total loss-absorbing capacity requirements, a living will process, to name a few. And let's not forget the oversight function of the Financial Stability Oversight Council, although it has become an object of criticism following its less-than-transparent process of deeming certain institutions systemically important financial institutions (SIFIs) and questioning the resiliency of the asset management industry.

But Kashkari believes that the measures implemented under the Dodd-Frank Act did not go far enough. Instead, "the biggest banks are still too big to fail and continue to pose a significant, ongoing risk to our economy." He is not alone: a number of Federal Reserve officials over the years have expressed concern with the system and called for significant new measures. Now calling for "bold, transformational solutions to solve this problem once and for all," Kashkari announced that his bank will lead efforts to study the problem and seek solutions that will allow banks to make mistakes – even fail – without requiring bailouts from the government.

In particular, he has already noted several options that should be considered, including:

- Break up large banks into smaller, less-connected, less-important entities.
- Turn large banks into public utilities by forcing them to hold so much capital that they virtually can't fail (with regulation akin to that of a nuclear power plant).
- Tax leverage throughout the financial system to reduce systemic risks wherever they lie.

The first of a series of spring bank symposiums kicks off on 4 April, with recommendations slated for release to legislators by the end of the year. The process is open to the public (livestreamed) and will feature researchers, policy makers, regulators, and representatives from the financial industry.

Knowing that his very public stance on this will not be without controversy, Kashkari nonetheless intends to forge ahead to lead the bold voice for reform. In possession of a bold voice of your own? There now is a specially created website just waiting for those with ideas on how to reform too-big-to-fail. (Learn more about the issues on the Systemic Risk Council website: [www.systemicriskcouncil.org](http://www.systemicriskcouncil.org). Sponsored by CFA Institute, the Council addresses reforms needed to protect the public from financial instability).

## Watch the April 4 Town Hall with Neel Kashkari

# EDUCATION



**TIME TO START STUDYING FOR THE 2016 JUNE EXAM**

**Kaplan Schweser Review Course Registration**

**USC/CFALA Review Course Registration**

**BSAS use code CLEVE2**

**Mock Exam, May 21 at John Carroll University**

**Join CFA Society Cleveland**

Did you know you can join CFA Society Cleveland as a local member and do not have to be a CFA Charterholder? Join at one of our three local membership levels and attend are events at no charge!

Regular Local Member \$150 year

Candidate Member \$125 year

Student Member \$100 year

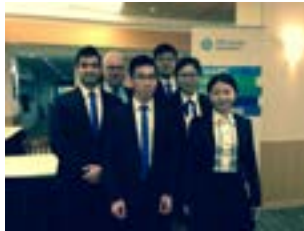
**Apply Here**

## Congratulations to Walsh University, Winner of the 2016 Research Challenge



Thanks to all the volunteers and all the hardwork of the 9 teams who competed.

### Case Western Reserve University



### Heidelberg University



### John Carroll University



### University of Toledo



### University of Findlay



### Hiram College



### Kent State University



### Youngstown State University



# EDUCATION



## June 2016 Mock CFA® Exam

Now that you have prepared and practiced for the CFA® exam, you are ready to perform and put your skills and knowledge to the test. The Live Schweser Mock Exam is as close to the actual CFA exam in format, difficulty, and length as we can make it. The Mock Exam helps develop your test-taking skills, identify your weak areas, and demonstrate your mastery of the CFA curriculum. Afterward, view answer explanations, check your score compared to those of other candidates, and drill deeper into each question with our Mock Exam Tutorial.

### The Live Schweser Mock Exam includes:

- Fully proctored and timed 6-hour exam (two 3-hour sessions)
- CFA Institute topic weightings
- Printed answer key and online answer explanations
- Online scoring and performance tracking with a comparison to other Mock Exam takers
- LOS and CFA curriculum page references for every question

### Included Mock Exam Tutorial

Simply click on any question you missed and get an audio and whiteboard explanation of the CFA curriculum material on which the question is based. With approximately 10 hours of targeted instruction at each level, this is the most effective way to fill in the gaps in your knowledge just prior to exam day.



**Presented by:** CFA Society of Cleveland

**Mock Exam Location:** John Carroll University

Bruening Hall, Bolar School

One John Carroll Blvd, Classroom BR18 & BR33

University Heights, OH 44118

### Register for the Live Mock Exam

Visit: [www.schweser.com/cfa](http://www.schweser.com/cfa)

Call: 877.599.2660 (U.S.) | +1 608.779.8327

The purpose of the 2016 Schweser Live Mock Exam is for helping candidates prepare for the CFA exams in June 2016 (all levels) and December 2016 (Level I). The December 2016 Mock Exam is the same as the June 2016 Mock Exam.

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# CAREER SERVICES

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**Position: Junior and Associate Institutional Equity Salesperson**

**Company: Northcoast Research**

**Location: Cleveland, Ohio**

**Contact: Qualified candidates should forward resumes to: [careers@northcoastresearch.com](mailto:careers@northcoastresearch.com)**

## **Associate Institutional Equity Salesperson**

The primary role of the associate salesperson is to work with one of our experienced sales people with the expectation that they develop into a senior salesperson in twelve to twenty-four months. Ideal candidates possess a strong analytical background along with experience interacting with clients. The ideal candidate would have two plus years of prior relevant experience. The strong analytical background could be based on prior experience in research, public accounting, banking or other financial services positions while the client interaction could be based on direct selling or providing advisory type services. The associate salesperson would be required to secure a FINRA series 7 & 63 license within 90 days of joining the firm.

## **Junior Institutional Equity Salesperson**

The primary role of the junior salesperson is to support the senior members of the sales team in servicing the Firm's customers. Duties will include (but are not limited to) answering phones on a timely basis, helping coordinate travel for experienced sales people, maintaining regional travel calendars, interfacing with the Research Department to get timely information for customer requests, assisting in scheduling appointments with clients, maintaining customer databases, maintaining customer interest lists and helping to build and maintain account plans.

The junior salesperson will be required to understand our research product over their first six months. Eventually the junior salesperson should develop the competence to make research calls on behalf of experienced sales people. Over time the junior salesperson is expected to develop the skills to progress to being an associate salesperson. The junior salesperson would be required to secure a FINRA series 7 & 63 license within 90 days of joining the firm.

**Qualified candidates should forward resumes to: [careers@northcoastresearch.com](mailto:careers@northcoastresearch.com)**

## **About Northcoast Research:**

Northcoast Research is an independent institutional equity research Firm located in Cleveland, OH. Founded in 2009, our professional staff includes 13 Senior Research Analysts and 15 Associate Research Analysts who publish industry reports, company reports, and financial models on a population of approximately 150 companies within four industry verticals, including Business Services, Consumer, Basic Materials & Industrials and Healthcare. The Firm's team of 16 institutional equity sales and trading professionals markets the Firm's research to approximately 400 institutional investment management clients throughout the United States. Northcoast Market Research [NMR] is the Firm's unique and differentiated process of comprehensive channel check work involving regular surveys of the suppliers, customers, competitors, channel partners, private companies, and industry consultants in and around each covered company and industry. The NMR process is designed to discern industry and company-specific inflection points, has been highly successful over time, and is the all-important process that underpins the Firm's #1 national rank in Integrity Research's evaluation of 143 research providers based on the performance of each firm's Buy and Sell recommendations over the three year period ending 2014 [+31.3%].

# CAREER SERVICES

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**Position: Fixed Income Portfolio Manager**

**Company: MAI Capital Management**

**Location: Cleveland, Ohio**

**Contact: Laurie Roggenburk, [lroggenburk@maiwealth.com](mailto:lroggenburk@maiwealth.com)**

## Position Summary

At MAI, fixed income represents the "anchor to windward" of our client portfolios, which makes capital preservation the top priority in constructing bond portfolios. Our long-standing philosophy in fixed income has centered on building high quality bond ladders that maximize safety, minimize interest rate risk and satisfy unique tax considerations. The Fixed Income Portfolio Manager position in the investment group implements MAI's fixed income strategy in the management of client assets. Their primary responsibilities include analyzing, selecting, trading, and monitoring fixed income securities and portfolios for MAI's high net worth clients. The Fixed Income Portfolio Manager is a member of MAI's fixed income committee, which is tasked with setting the strategic direction for fixed income portfolios. They also work closely with client portfolio managers to understand the unique goals, tax situations, restrictions, etc. for each client account so that portfolio goals are achieved.

## Primary Duties and Responsibilities

- Implement and execute MAI's fixed income strategy within the individual bond portion of MAI client portfolios
- Manage portfolios consistently across accounts while balancing unique objectives for each client
- Source, analyze, trade and monitor individual securities in the municipal, corporate, and government sectors, primarily
- Contribute to MAI's overall fixed income strategy as a member of MAI's fixed income committee
- Maintain Broker Dealer relationships to ensure proper coverage and best execution in fixed income

## Experience and Education

- 5-10 years of experience in fixed income investing preferred
- Experience in municipal bond market preferred
- Bachelor's Degree required; CFA designation a plus

## Competencies

- Extensive knowledge of financial markets/instruments/regulations, economic theories and relationships, valuation tools, etc. particularly as it relates to fixed income investing
- Proficiency in Bloomberg, Excel, and other research/data compilation tools
- Strong organizational and time management skills to effectively manage over 100 fixed income portfolios
- Excellent communication skills and ability to work with other team members toward a common goal
- Flexibility and adaptability to a dynamic environment within a growing firm
- High level of integrity and strong ethical standards

## Supervisory Responsibilities

No current supervisory responsibilities

# CAREER SERVICES

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**Position: Portfolio Manager**

**Company: Stratos Wealth Partners**

**Location: Beachwood, Ohio**

**Contact: Please direct all resumes, inquiries, and salary requirements to [resumefundamentalinvesting.com](http://resumefundamentalinvesting.com) only.**

## Position Overview

Stratos Wealth Partners, a large and rapidly growing national wealth management firm with approximately \$3.1 billion of assets under management across 60 offices nationwide is seeking to fill the position of Portfolio Manager within a newly created Registered Investment Advisory (RIA) called Fundamentum. The individual filling the role will be responsible for manager search, due-diligence, and selection, including the development of risk management assessments and evaluations. The individual will also need to be a proactive spokesperson for the portfolio and manager/fund, comfortable in promoting the funds to clients and prospects alike. S/he will assist in the development of appropriate communication tools, including commentaries and informational sheets and will leverage such tools while pitching the funds.

## Essential Duties and Responsibilities

- Fund Manager & Portfolio Management
  - o Attribute manager and fund performance and refine ways to minimize underperformance and maximize outperformance relative to return and risk objectives.
  - o Apply quantitative techniques and models, coupled with specific market knowledge, to manager selection and risk budgeting.
  - o Executes and documents all manager initial and ongoing due-diligence activities and assessments.
  - o Proactively contribute to overall portfolio profitability through revenue opportunities and systems and manager selection process enhancements.
  - o Provide analytical and qualitative support in alpha research, new manager development, and client needs.
  - o Manage all aspects of portfolios including directed changes, corporate actions, and client activity; ensure that portfolios track within established performance expectations.
  - o Develops familiarity with various investment related software packages (Bloomberg, Morningstar, etc.) to assist associates and advisors in the appropriate analyses.
- Investment Committee
  - o Actively seeks new opportunities to support Investment Committee members and investment decision making
  - o Gains and maintains an understanding of the relevant investment directives, procedures, and policies within the construct of the RIA strategies.
  - o Quantifies, analyzes, and continually manages risk, both at an overall fund and at a manager level.
  - o Actively participates in and contributes research and perspective to the RIA Investment Committee.
  - o Demonstrates a positive attitude, flexibility, support, and effective influence / communication skills in interactions with other RIA functional areas and team members.

**Continued on Page 15**



# CAREER SERVICES

## Position: Portfolio Manager Continued

### Company: Stratos Wealth Partners

- Client (Advisor) Development and Servicing
  - o Develops a deep understanding of RIA's investment strategy and philosophy and delivers that information effectively face-to-face, via conference calls, and through presentations to advisors, end clients, and prospects.
  - o Develops an overall understanding of RIA's assigned client's investment strategies / products in order to best service the customer.
  - o Authorized drafter and reviewer of RIA's communication and marketing pieces related to the managers and portfolios including, but not limited to:
    - Client Pitch Book
    - Manager / Fund Factsheets and Brochures
    - Trade, Market, and Performance Commentaries
  - o Supports new business developments by participating/presenting in RIA pitches, new advisor / acquisition welcome and onboarding sessions, and broader market update sessions, as needed.
  - o Supports management and client-facing groups in research and ad-hoc requests.

#### Skills / Key Competencies Required

- Communication
- Flexibility / Adaptability
- Attention to Detail / Data Organization
- Confidentiality / Integrity
- Project Planning and Execution

#### Minimum Qualifications

- Bachelor degree in related discipline from an accredited institution.
- Certified Financial Analyst (CFA) designation required
- 5-10 years of experience in managing and selling portfolios.
- Solid understanding of financial data types, management, and analysis.
- Ability to employ advanced data handling functions within MS Excel.
- Extremely strong verbal and written communication skills, comfort with presenting to advisors.
- Ability to travel up to 35% of the time.

The role is located at the Stratos home office in Beachwood, OH. Relocation assistance will not be provided. Please direct all resumes, inquiries, and salary requirements to [resume@fundamentuminvesting.com](mailto:resume@fundamentuminvesting.com) only.

#### About Stratos Wealth Partners

Stratos Wealth Partners is a rapidly growing, large, national wealth management firm and with approximately \$3.1 billion of assets under management, across up to 60 offices around the country, is the third-largest firm using LPL Financial as a broker/dealer. Stratos consists of over 200 seasoned advisors throughout the country who collaborate on wealth management strategies, portfolio management, economic outlook, practice management and many other areas.