



executive search

SYDNEY
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60 Castlereagh Street
SYDNEY NSW 2000
Tel 61 2 9235 9400

MELBOURNE
Level 5
189 Flinders Lane
MELBOURNE VIC 3000
Tel 61 3 9653 8600

Market Insight – August 2017

“Movers & Shakers”

Corporate & Investment Banking

- Cecily Conroy has joined KPMG as Head of Equity Advisory. She was previously with Rothschild, most recently as Director ECM.
- Bryan Pearson has joined 333 Capital as a Managing Director. He was previously with Greenhill as a Managing Director.
- Tom Butcher of BAML will join Credit Suisse as a Managing Director & Head of Transport, Infrastructure, Power & Utilities, Kevork Sahagian (also of BAML) is also joining the firm as a Vice President in the same team.
- Brad Sneddon has joined BTMU as a Director, Resources, Utilities & Infrastructure. He was previously with Commonwealth Bank as Director, Industrials.
- Maria Oliver has joined Westpac as Head of Public Sector Sales, GTS. She joins from Citi where she held the role of Director, FIG Corporate Banking.
- Aaron Black previously Division Director, ECM at Macquarie, has joined Deloitte's ECM and M&A team as Partner.
- Goldman Sachs has seen a series of new appointments with Hugh Stephenson (ex Standard Chartered) joining as an Executive Director in the real estate banking team, Adrian Lee (ex media from UBS) to join the investment banking services team under Zac Fletcher, Andrew Buchanan (also ex UBS' FIG team) joining the capital products team & Guillaume Lehingue (ex Gresham Partners) has also joined the firm in the consumer / retail banking team.
- Sean McGargill has joined Private Client Services Australia as a National Director, he was previously with ANZ Bank as Head of Insurance.
- Nick Crockett ex CBRE in Singapore, has joined Elanor Investors Group as Director, Institutional Capital Partners.
- Tristan Darwin previously with BAML as an Associate in the infrastructure / utilities team, has joined Ironstone Capital as Vice President.
- Michael Mizon previously with Ironstone Capital as an Analyst, has joined Opus Corporate Finance in London as an Associate.
- Matthew Zaidan has joined Goldman Sachs as an Associate from Record Point.
- Nick Janes, ex Pottinger has joined Skye Capital Advisory, a new firm established by Kelly Morton (ex Pottinger & UBS) as an Associate.
- James Darwell previously with Crowe Horwath as a Senior Analyst, Corporate Finance, has joined Liverpool Partners as an Analyst.
- William Hughes previously Corporate Finance Analyst from Canacord Genuity has joined Bell Potter Securities.
- Senait Habtemariam previously with Deutsche Bank, has joined Ernst & Young as an Associate Director in their Capital and Debt Advisory team.
- Ruby Lau has joined Credit Suisse as Analyst, Debt & Derivatives from Commonwealth Bank, she replaces Monica Kovacic who has relocated with the firm to London as an Associate, in the leveraged finance & financial sponsors team.

Private Equity, Principal Investments & Family Office

- Robin Bishop of Macquarie joins Ben Gray's BGH Capital as a Partner. Terry Bowen who was Finance Director at Wesfarmers will also be joining the firm and heading up the operations group.
- Paul Hunyor, previously with Archer Capital, is now Partner & Managing Director with BCG Digital Ventures.
- Rachel Yap, prior Investment Associate with Arowana International has joined Bain Capital.

Global Markets, Equities & Treasury

- Chad Mikhael has departed Deutsche Bank where he was Director, Institutional Equities, to join UBS in a similar role. Andrew Triggs, Director (banks coverage) has also departed Deutsche Bank to join JP Morgan.
- Matthew Tehan has been appointed as Managing Director, DCM with Houlihan Lokey, he has prior experience with Credit Suisse as Managing



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Director & Head of Debt & Derivatives.

- Murrough O'Brien, Citi's Head of Electronic Trading for Australia & New Zealand has joined Liquidnet.
- Tony Jurisic has joined MUFG as a Senior Dealer for the derivative sales desk, he was previously with Lloyds Bank in New York & London.
- Michael Morrison of 4 Corners Infrastructure, has joined Deutsche Bank as a Senior Industrials Analyst.
- David Bailey previously with Credit Suisse, has joined Macquarie Group as an Equities Analyst covering healthcare.

Funds Management

Distribution & Advice

- Maria Wilton has stepped down from her current role as Head of Australia with Franklin Templeton though she remains with the firm. Meanwhile Christina Manonian has been appointed as Institutional Sales Director, Australia/New Zealand.
- James Martin has been appointed as Head of Australia & New Zealand with Hamilton Lane who are expanding their operations in the region with a Sydney office.
- Andrew Mathie has joined Fidelity International as Director, Wholesale Sales for Australia, prior he was with Vanguard Investments.
- Chris Faddy has joined Aura Group in Sydney as Director of Distribution. He was previously with BNY Mellon & Credit Suisse in Singapore in Head of Distribution roles.
- Ben Williams, ex Lazard, has joined UBS Asset Management as Head of Wholesale Distribution.
- Jenny Pang, ex K2 Asset Management, has joined RARE Infrastructure as Regional Manager for NSW, ACT & SA.
- Adam Kirk has joined Australian Unity as Head of Retail Distribution. Prior he held a business development role with Australian Ethical.
- Tobias Coleman has joined BNP Paribas as Senior Institutional Business Development Manager, prior he was with Perpetual's institutional team.

Investments

- Jason Teh (ex IML) has established Vertium Asset Management. He has built a four person team with Sam Dyson (ex Maple-Brown Abbott), Daniel Mueller (ex Forager FM) & Trent Crawley (ex Franklin Templeton) also joining the firm.
- Rob Nankivell & Travis Miller has set up new investment management firm iPartners. Rob was most recently a CEO at VentureCrowd & Travis was Head of Derivative Sales at UBS.
- Stephen Butel from Pacific Road Capital, has joined Platypus Asset Management.
- Gregg Taylor previously a Senior Analyst at Blue Ocean Equities, has joined Bombora Group.
- Mike Walpole-Skwarzynski has joined Human Super as Head of Product and Investments, he was previously with Morphic Asset Management.
- William Rae has joined Kingsmede as an Investment Associate. He joins from Deloitte where he was Manager, Lead M&A Advisory.
- Evans & Partners has seen some changes with its recent merger as Evans Dixon. Head of International Equities, Stephen Arnold has departed the firm, and others in recent months also include CIO David Jarman, Head of Australian Equities, Mike Hawkins & Head of Capital Markets, Chris Nicolay who has joined Wilsons as Head of Institutional Equities.
- Stuart Welch (ex Fidelity International) & Richard Hitchens (ex Credit Suisse) have both joined Alphinity Investment Management as Senior Research Analyst & Senior Quantitative Analyst respectively.
- Julia Baine & Yathavan Suthaharan have joined Magellan. Julia joins as Investment Analyst, Governance and Advisory from JP Morgan & Yathavan joins as an Executive, Yathavan joins from Macquarie Group.
- Pricillia Trisna has joined AMP Capital as an Associate, from CBRE.

Corporate Infrastructure (Finance, Risk Management, Corporate Development, Government & Leadership)

- Ed Bostock of KKR has joined Wesfarmers as Head of Business Development.
- Avi Gilboa previously Group Director with Toll, has joined Spotlight Group Holdings as Group Managing Director.
- Vic Jokovic, ex Deutsche Bank, has been appointed CEO for Chi-X Australia.



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- Gavan Hatfield has joined EBOS Group as General Manager, Corporate Development. He was previously with GE as Vice President, Business Development.
- Brian Ko, ex Macquarie Vice President, has joined Cabcharge Australia as General Manager, New Business Development.
- Mike Dargue has joined Alinta Energy, previously he was with Citi as a Senior Associate, Energy & Utilities Equities Research.
- Sasoman Nasra has joined New Hope Group as a Finance Director from Sinopec.
- Marcin Jalbrzykowski has joined APA Group as a Senior Financial Analyst from Ernst & Young.
- Karen Phung has been appointed as General Manager, Global Wholesale Credit with ANZ, she was previously Head of Financial Institutions Credit with the bank.
- John O'Neil has joined the Australian Government Infrastructure & Project Finance Agency as Interim CEO. He was previously consulting to CEFC & Global Head of Energy & Infrastructure with Credit Agricole.

**We are keen to hear your feedback or should you require further information,
please contact Nissa Foster on 02 9235 9400 or nfoster@jmichel.com.au**

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