



executive search

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## Market Insight – March 2018

### Market Data

Our JMES website has had an update on the Market Data segments. Please follow the links below to discover the most recent recruitment trends in each of the categories listed.

[Alternative Investments](#)

[Global Markets & Equities](#)

[Corporate & Government](#)

[Investment & Corporate Banking](#)

[Funds Management](#)

[Risk Management](#)

### “Movers & Shakers”

#### INVESTMENT & CORPORATE BANKING

##### Investment Banking

- Matt Wilson previously with JP Morgan as Executive Director / Head of Healthcare, TMT & Financial Sponsors has been appointed as Managing Director for Flagstaff Partners in Melbourne.
- Helen Sutherland & Paul Childers have been appointed as Partners with KPMG. Helen joins from PwC, where she was Director, M&A and Paul joins from Deloitte, where he was a Partner.
- Michael Stock who left Credit Suisse late last year, where he was most recently Head of Investment Banking, has joined Jefferies Group to help build its Australian office.
- Sam Robinson of Morgans in Melbourne, has joined Canaccord Genuity as Executive Director, Corporate Finance.
- Adeline Chew previously with Goldman Sachs based in Hong Kong, has relocated back to Sydney with Citi in their FIG team.
- Carl Henschke has joined Canaccord Genuity as Director, Corporate Finance. He has prior experience with Evans & Partners.
- Munraj Dhaliwal has joined Luminis Partners as an Associate, he was previously with RBCCM.
- Marc Ruckhaeberle has joined Goldman Sachs as an Investment Banking Associate, he was previously with Morgan Stanley.
- Daniel Lopez previously with JP Morgan, has joined Deutsche Bank as an Associate in the M&A team.
- Hennie Christodoulou has joined BAML's Energy & Natural Resources team. He joins from KPMG.

##### Corporate Banking

- Manabu Sawa ex Mizuho Head of Project Finance, has joined Norinchukin Bank based in Sydney as Senior Manager, Project & Asset Finance.
- Tony Cox has joined ING Bank as Director, Corporate Clients. He was previously with Westpac as Director, Large Corporates.
- Sally Reid previously Head of Institutional Portfolio Management at ANZ, has joined the Commonwealth Bank as Managing Director, Banks & Insurance. Maximilian Lawson also joins the bank as Associate Director, Industrials & Logistics, he was previously with Citi.
- Jeremy Bostock ex Rothschild, has joined NAB in Melbourne as Director covering the energy, utilities and infrastructure sector. Anton Greenhalgh also joins the bank from JP Morgan as Director, Natural Resources.
- Travis Drape has joined Trident Debt Capital Advisors as Principal, prior to this he was with Westpac for eight years most recently as Director,

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Leveraged & Acquisition Finance.

- Simon Flint previously with Credit Agricole, will be joining Mitsubishi UFJ as Vice President, Event Driven Finance in April - Luke Van Wyk also joins the same team as an Associate, he was previously with RBS. Brenton Gregg has also joined the Bank as Director, Corporate & Institutional Banking in Sydney, he has client coverage across the resources, utilities, infrastructure & transport sectors. Prior, he was in Brisbane with ANZ. Grazia Zappia also joined Mitsubishi UFJ as Vice President, Distribution Loan Markets Syndication. She has prior experience with the Commonwealth Bank.
- Kevin Bush has been appointed in a new role of Senior Adviser, Debt Advisory & Restructuring. He was previously Head of Global Syndicated Finance with UBS.
- Luke Stephens has joined NAB as Associate Director, Distribution from Gresham Partners, he also has prior experience with Rothschild & Co.
- Paulina Ting, previously Associate Director, DCM Origination at the Commonwealth Bank has joined Westpac's Structured Finance team as an Associate Director.
- David McNeill ex Commonwealth Bank, has joined Nomura as Vice President, Structured Lending & Special Situations.
- Ben Trollip has joined Quintet Partners from ANZ, where he was Manager, Leveraged & Acquisition Finance.

### ALTERNATIVE INVESTMENTS

#### Private Equity, Venture Capital & Family Office

- Jason Mcleod senior banker at JP Morgan, has departed the firm for TPG where he will focus on deal origination & report to Joel Thickins.
- Michael Hoffmann has joined Myer Family Investments as Portfolio Manager, Private Investments. He was previously with FIIG Securities as Director, DCM.
- Leigh Oliver of KKR, will be setting up his own private equity firm, Arcadia Capital.
- Joseph Kim has joined Brett Blundy's BBRC and will be running the new private equity fund, BBRC Capital Management Fund I.
- Ravi Jeyaraj has joined Five V Capital as a Partner, he was previously with Navis Capital Partners.
- David Lang of Pamplona Capital Management has joined KKR's Sydney team, Kevin Liu also joins the team from JP Morgan where he was an Investment Banking Analyst.
- Haydn Smith previously Head of Mining Finance with Macquarie, has joined Tribeca Investment Partners' special situations funds investment committee alongside Ben Cleary & Craig Evans.
- Kevin Roche previously Partner, Capital Advisory with Greenstone Partners, has joined CHAMP Private Equity as a Managing Director.
- Angela Ryder has joined Tanarra Capital in Melbourne as an Investment Director. She has prior experience with Lazard & AIS.
- Andrew Coventry prior with Catalyst Investment Managers, joined Armitage Associates as a Portfolio Director.
- Steve Scordilis previously an Associate Director with Pacific Equity Partners, has joined BGH Capital in Melbourne as Vice President. Lydia Moore also joins the team as an Associate, she was previously with PwC as a Senior Consultant in the deals team.
- Rohan Barraclough has joined Marshall Investments as a Commercial Manager, he was previously with BAML as an Associate,
- Victoria Clarke has joined Pacific Equity Partners as an Associate. She was previously with Bain & Company as a Senior Associate Consultant.
- Emily Close previously with Albion Capital (London) as an Investment Associate, has joined Airtree Ventures in Sydney.
- Benjamin Seeto previously with Pemba Capital Partners, has joined TDM Asset Management as an Investment Analyst.
- James Juwana has joined Allegro Funds as an Analyst. He was previously with Goldman Sachs.
- Trevor Tsui has joined Adamantem Capital as an Investment Associate from Macquarie Group where he was covering infrastructure, utilities & renewables.
- Joel Crowe has joined Arowana International as an Analyst. He was previously with 333 Capital.
- Minh Thuy Thai has joined Crescent Capital Partners as an Associate from Morgan Stanley.



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- Robert Dowling has joined Pacific Road Capital as an Investment Analyst. He joins from Bell Asset Management.
- Carol Yu from Goldman Sachs, has joined Next Capital as an Analyst.
- Kelly Zhuang has joined Prostar Capital as an Analyst from Deloitte.

### Credit / Debt

- Paul Kennedy previously Division Director in Macquarie's Corporate & Asset Finance group, has joined Bain Capital Credit.
- Russell Morgan has joined HPS Investment Partners as an Associate. He joins from PM Capital, where he was an Investment Analyst.
- Kartik Yadav previously Senior Associate, Leveraged & Acquisition Finance at NAB will be joining Tanarra Capital in March.
- Devi Malhotra & Isobel Chai have joined Goldman Sachs' Special Situations team as Analysts. Devi was previously with BAML & Isobel was previously with JP Morgan.

### GLOBAL MARKETS & EQUITIES

- Terry Winder previously CEO of Hastings Funds Management, has joined the Commonwealth Bank as Group Treasurer. He replaces Paolo Tonucci who is returning to the United Kingdom.
- Phineas Glover, previously of Macquarie Group as Head of ESG Equity Research (Australia) has joined Credit Suisse in a similar role, that was earlier vacated by Sandra McCullagh.
- Rowan Harry has joined FIIG Securities as Director, DCM. He was previously with NAB as Director, Banks & Diversified Financial Institutions.
- Jennifer Hellerud joined RBCCM as Director & Head of Securitisation, Australia late last year. She joins from Westpac in Melbourne.

### FUNDS MANAGEMENT

#### Distribution & Advice

- Alex Rolfe (ex Arrowstreet Capital) has joined William Blair as Head of Institutional Distribution, Australia & New Zealand, replacing Alex Francois who left for Deutsche Bank.
- Gregor Rennie has stepped down from his role as Managing Director at Affiliated Managers Group (AMG). Kevin Haran has joined the firm and been appointed in the role as Managing Director & Head of Distribution, Australia & New Zealand.
- Byron Slessar, ex Janus Henderson Sales Director, Wholesale & Intermediaries NSW / ACT, has joined Channel Capital as a Distribution Director. Angela Dovitsas has also joined the team as Head of Marketing, Communications & Content, she joins from Mason Stevens.
- Daniel Birch, ex OTCX and Russell Investments, joins Perennial as Head of Institutional Sales.
- Adrienne Smith previously with Bank of Queensland, has been appointed as Director, Distribution with AMP. She starts her role in April.
- Jason Ball & Murray Hewitt have joined Ord Minnett. They were both previously with Macquarie Private Wealth.

#### Investments

- Terry Couper, David Spotswood & Annabel Riggs have joined the Airlie Funds Management team. Terry (ex Optar Capital) & David (ex Shaw & Partners) join as Senior Investments Analysts & Annabel (ex Shaw & Partners) joins as Investment Analyst.
- Mathew Browning who previously worked for the Myer Family Company, has been appointed as CEO with UCA Funds Management – the funds management arm of the Uniting Church of Australia.
- Simon Tung has joined Omega Global Investors as Head of Portfolio Management. Prior, he spent several years at IFM Investors.
- Simon Garing has joined Cromwell Property Group as Chief Capital Officer, he joins from BAML in Hong Kong where he was Deputy Director of Research, Asia Pacific.
- Simon Petris (ex Westpac) & David Saija (ex Kapstream Capital), have joined Bob Sahota's Revolution Asset Management as Executive Directors.
- Marcus Ritchie previously Global Senior Director, Resources, Energy & Infrastructure with ANZ, has joined ITOCHU Corporation as Executive Director, Head of Investments.

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- Acadian Asset Management has added to the team, with the appointment of Jean-Christophe de Beaulieu (previously State Street Global Advisors in the US) as Head of Investments, as well as Zhe Chen (previously Macquarie) last year as Associate Portfolio Manager, Research.
- Avenir Capital has hired Curtis Cifuentes as Investment Director. Curtis previously spent 15-years as an Investment Analyst at Platinum Asset Management.
- James McBeath has joined David Paradice's Paradice Investment Management as Portfolio Manager in the Australian Mid-Caps team. He was previously with Northcape Capital.
- Anita Mustac has joined LaSalle Investment Management as National Director, Australia & New Zealand, Client Capital Group. She has prior experience with Fort Street Advisers for five years.
- Alexandra McIntosh (ex KPMG) & Alexander Grant (ex Lend Lease) have both joined ARENA as Consultants.
- AMP Capital has added to its Australian Equities team with the appointments of Jason Davis (ex Strategic Income) as Co-Portfolio Manager, Systematic (alongside Genevieve Murray) & Matthew Griffin (ex IFM Investors) as Co-Portfolio Manager, Small Caps (alongside Phillip Hudak). They also have a new CFO & COO in John Patrick Moorhead – John, ex Fidelity, joins in April 2018.
- Tim Elliott previously Executive General Manager, Business Development at Glencore, has joined Regal Funds Management as Senior Resources Analyst.
- Matthew Drennan joins Zurich as Head of Savings & Investments. Prior he was Group Head of Research at IOOF and had also held senior roles with Zurich prior to that.
- Lounarda David joins IFM Investors as COO. Prior she held roles at Sunsuper and Mercer.
- Deana Mitchell, ex Macquarie, joins Australian Ethical Investments as an Equities Analyst.

## CORPORATE & GOVERNMENT

- Joann Lewis has joined IAG as Executive General Manager, Corporate Development. Earlier she was with Aquasia as a Senior Adviser.
- Tim Thomas, ex Prudential Financial, has joined KPMG as Lead Partner, Global Strategy.
- Linda Assatoury previously Group Communications & Investor Relations Manager with Boral, has joined Spark Infrastructure.
- Lee Redpath has joined OpenMarkets as COO. Prior he held roles with Crestone Wealth Management and UBS.
- Sean Carmody joined APRA mid-last year from Westpac where he was Head of Risk Analytics & Insights. He joins as Executive General Manager, Risk & Data Analytics. Mark Adams also joins as an Executive General Manager for the Specialised Institutions Division late last year, he was most recently with Versent & UBank.
- Kristin Vaughan ex CHAMP Ventures Director, has joined Clean Energy Finance Corporation as Director.
- Gary Cheah has joined Northern Australia Infrastructure Facility (NAIF) as Associate Director, Gary joins from NAB's project finance team.
- Ricky Isserow has joined Caltex as Manager, Strategy and M&A. He had prior experience with City Hall Capital & L.E.K Consulting.
- Natalie Angus previously with JP Morgan as an Associate in their FIG team, has joined the Commonwealth Bank as Manager, Group M&A. Jack Rackemann also joins the Group M&A team as an Analyst from KPMG.
- Amelia Lawson joined AGL Energy as Manager, Corporate Development. She was previously with Rothschild & Co.
- Laura James has joined Treasure Wine Estates as an Analyst, Strategy and M&A. She was previously with UBS as an Analyst.
- Tim Baird ex Head of M&A at JP Morgan, has joined the Federal Treasury as a Senior Adviser, Foreign Investments.
- Danny Fischer has joined QBE as Group Treasurer, replacing Paul Byrne in the role. He joins from NAB where he was General Manager, Global Head of Financial Institutions Group. Tom Agnew ex Arowana International has also joined the firm in a Group Finance Role.
- Sam Horskins has been appointed as CFO with VicSuper, he was previously CFO with the Guild Group.
- Ahijith Chandra previously an Investment Associate with Carthona Capital, has joined RateSetter as a Strategy & Operations Analyst.
- William de Wit, ex Credit Suisse has joined Wesfarmers' industrial and safety group in a business development role.



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#### RISK MANAGEMENT

- Jenny Fagg has been appointed Chief Risk Officer at AMP. Prior she held executive roles with CIBC in Canada and ANZ in New Zealand.
- John Raftopoulos previously with the Commonwealth Bank, has joined Scotiabank as Director, Risk.
- Elena Saarbrucken has joined Fitch Ratings in Sydney as Director, Insurance for Australia & New Zealand, she was previously with PwC in London as Senior Manager, Insurance.
- Damien Selakovic has joined SMBC as Vice President, Credit Portfolio Management. Damien was previously at NAB as a Senior Business Banking Manager & with RBS in project finance prior to that.
- Andrew Han has joined Greensill Capital as a Senior Risk Manager, he was previously with MLC.
- Therese McCarthy Hockey, ex Deutsche Bank, will join APRA as Executive General Manager, Strategy/Chief Risk Officer.

**We are keen to hear your feedback or should you require further information,  
please contact Jon Michel on 02 9235 9410 or [jmichel@jmichel.com.au](mailto:jmichel@jmichel.com.au)**

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