



executive search

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Market Insight – October 2020

The Road Out

Returning to Normal

There is movement at the station for the word had passed around... that the market is open and the city of Sydney is keenly welcoming back its workforce. Ok, so not back to full capacity just yet, but we have seen a number of funds, banks & professional services firms return in some form to the office – week on/week off, book your desk with capacity % limits, split teams & floors, the list goes on. As a result, the corresponding increase in face to face meetings in offices, coffee shops or even over lunch - dare we say it is feeling almost a little more “normal” around town.

We at JMES have a sense that many are yearning to be back in the office in some form. The camaraderie created by spending time with colleagues side by side in the trenches surely trumps the back to back monotony of non-stop Zoom calls tied to a laptop at home.

So, what next for 2021?

We have all seen the high-profile new entrants in Barrenjoey & Jarden providing some market disruption. But there have also been other good examples of clients (funds, banks, corporates and government agencies) committed to completing hiring processes in Q3 and into Q4 – so whilst certainly not back to 2019 volumes, there is positive hiring momentum. A number of our clients have kicked off processes to ensure starters in place for Q1 of 2021, and notably, these are not just replacement hires but newly created roles, surely providing a level of confidence heading into the new year. It seems 2021 is shaping up to be busy!

Patrick Everest

Partner JMES

“Movers & Shakers”

INVESTMENT & CORPORATE BANKING

Investment Banking

- Guy Fowler & Matthew Grounds (ex UBS) have set up Barrenjoey Capital Partners - backed by Barclays & Magellan, Brian Benari (of Challenger) has been appointed as CEO. Partners include: John Cincotta (ex Deutsche Bank), Matt Hanning (ex UBS), Chris Williams (ex UBS) & Sam Kyprianou (ex UBS) who will be in Melbourne. Cynthia Whelan (of Telstra, Scentre & Barclays) will be Senior Advisor, while Ken Mackenzie (of BHP & Amcor) will join as Senior Strategy Partner in 2021. Jarrod Key, Managing Director, Power, Utilities & Infrastructure at UBS will also join the firm in the new year, Darren Tan his Executive Director also following this move. Peter Nelson who covers telcos with UBS will also join the firm. Rebecca Watts, Charlie Weeden & Elliott Rasmussen have joined as Principals, Rebecca was previously with Right Click Capital, Charlie with Macquarie & Elliott with Jefferies.
- Duncan Mann previously of Credit Suisse has joined JP Morgan as Head of Financial Sponsors & Co-Head of Industrials.
- Tim Church has been appointed as Chairman of Investment Banking with Morgan Stanley, he was previously with UBS as Head of Real Estate.
- Reeny Paraskeva (ex UBS New York) & Julien Dyon (ex Goldman Sachs London) have relocated to Australia with Jarden to take on the role of Managing Director / Head of General Industrials & Managing Director, Financial Institutions. Mitch Schauer (ex UBS) has also been appointed to the role of Managing Director / Head of Real Estate. Nihat Engel (ex Allier Capital) joined the team as Director.
- Gareth Cope has been appointed as Senior Advisor with Miles Advisory Partners, he was previously Co-Head of Rothschild's Australian & New Zealand financial advisory business.
- Michael Gregory has joined 333 Capital in Melbourne as a Managing Director. He was previously with Miles Advisory Partners as a Partner.
- Glyn Cassidy joined Ord Minnett as an Executive Director. He was previously an Executive Director with Moelis Australia. Alexander White & Tom



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Morris have also joined the firm as an Investment Banking Associate & Analyst respectively. Alexander was previously with Greenhill Australia & Tom was previously with the Commonwealth Bank.

- Cameron Forsyth has joined Credit Suisse's Resources & Infrastructure team as an Investment Banking Analyst, he was previously with HSBC.
- Jamie Duong has joined Houlihan Lokey as an Associate from Wilson's Advisory.
- Michael Hands ex RFC Ambrian has joined amicaa as an Associate.
- Sam Burgess, ex Deutsche Craigs & PwC (New Zealand) has joined Luminis Partners as an Investment Banking Associate.
- Zachary Schwartz, has joined Grant Samuel. He was previously Investment Banking Analyst with Gresham Partners.
- Joe Patrick, ex HIVERY & JP Morgan, has joined Record Point's investment banking team.
- Justin Scalone, ex Commonwealth Bank as a Senior Associate, ECM, has joined Morgans Financial Limited as a Corporate Finance Analyst.
- Ann Yee Lim has joined RBCCM as an Investment Banking Analyst from Commonwealth Bank, where she was Senior Associate, Infrastructure.

Corporate Banking / Debt Products

- Anthony Miller, ex Deutsche, has joined Westpac as CEO, Institutional Bank.
- Rodney Wallis has joined NAB as Executive, Resources, Infrastructure & Government. He was most recently with MUFG as Managing Director Asia & Oceania and Head of Utilities, Infrastructure & Transport, Coverage & Acquisition Finance.
- Anthony Mouawad has joined Fitch Ratings as Associate Director, Structured Finance. He was previously with Perpetual.
- Leigh Bowman previously with AMP & PAG, has joined Westpac as Account Manager, Credit Restructuring.
- Amy Li has joined Norinchukin Australia as Senior Analyst, Project & Asset Finance. She was previously with NAB.

Global Markets, Equities & Treasury

- George Kanaan (UBS Managing Director & Head of Distribution) & Barry Sharkey (UBS Head of Debt Capital Markets) have joined Barrenjoey Capital Partners. George also brings across with him Jenna Cork, International Equities Sales Trader.
- Ian Taylor is re-joining Goldman Sachs as Head of ECM in Sydney. He was previously in New York with Galaxy Digital as Managing Director & Head of Investment Banking.
- Nicole Fawcner-Kidd has joined Schrodgers as Head of Private Debt Australia. She was previously Head of Corporate Banking Australia with RBCCM.
- Andrew Adams has been appointed as Head of Insurance & Diversified Financials Research with UBS, he was previously with Credit Suisse.
- Simon Banfield previously Head of Financial Institutions with ING has joined Daiwa.
- Nell Hutton has joined Westpac as Head of Financial Markets. Nell was previously with Goldman Sachs as Head of Global Markets ANZ.
- Matthew Moffatt of Jefferies Hong Kong has been appointed to the role of Director, Equity Sales with Jarden. Morgan Stanley's hedge fund specialist, Stuart Archibald has also joined the Jarden team.
- Simon Quinnell previously of Commonwealth Bank, has joined SMBC as Director, Debt Capital Markets.
- Michelle Malouf has joined Jefferies' sales desk. She was previously with Deutsche Bank in London & Hong Kong.
- Shaw & Partners have added to their team with the hires of Jules Cooper (ex Ord Minnett) to cover technology stocks & Aiden Bradley (ex Hartleys) to cover mid-cap industrials and in Melbourne with James Bisinella (ex Miles Advisory Partners) joining the small caps team.
- James Fuller has joined Evans & Partners' gaming & leisure equities research team from PwC.
- Mitch Ryan (ex Macquarie & NovaPort Capital) has joined Jefferies as a Resources Analyst.

ALTERNATIVE INVESTMENTS

Private Equity / Family Office / Credit / etc.

- Denis Rayel has been appointed as Head of Private Debt, Australia & New Zealand with Muzinich & Co. He was previously Managing Director with ICG (Intermediate Capital Group).
- John Knox has been appointed as Chairman for Ares Management in Australia. He was previously CEO of Credit Suisse.
- Frank Heckes & David Forde have been appointed as Co-Heads of Private Equity with EQT, both previously of Archer Capital. Grace Ahn, ex First State Super & Deutsche Bank, has also joined the team as an Investment Associate.

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The logo for Jon Michel executive search, featuring the name 'JON MICHEL' in a serif font. 'JON' is in a larger, bold font above 'MICHEL'. The text is white and set against a solid gold rectangular background.

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- George Confos has been appointed as CEO & Executive Director of upcoming Australian bank, Avenue.
- Anna Ellis has joined ROC Partners as Investment Director, she was previously with EY & earlier with Besen. Arnav Rajan, ex Morgan Stanley (Melbourne & London) has also joined the team as an Investment Associate.
- Hugh Selleck has joined Global Credit Investments as Managing Director, he was previously Investment Director at Remagen Capital.
- Simeon Goldenberg has joined Besen Group as Executive Director of Property. He was previously with ICON Developments as Joint CEO.
- Taryn Pieterse has joined rampersand as an Investment Manager, she was previously with Light Warrior Group.
- Corey Dawson previously Head of Leveraged Finance at Morgan Stanley, has joined Pacific Equity Partners's capital solutions team.
- Jason Howes, ex Lone Star Funds has joined Dexus as Fund Manager, Opportunity Fund Series. Mitch Garth also joins this team as Assistant Fund Manager. He was previously with Citi.
- Mark Hollis has joined Funds SA as an Assistant Portfolio Manager in the Growth Alternatives team, he was previously with Beach Energy as an Investor Relations Advisor.
- Andrew Fitzpatrick previously Head of Corporate Development with ESR, has joined Warburg Pincus as Vice President in Singapore.
- Alice Tjahja has joined State Super as Senior Manager, Debt, Capital Markets & Alternatives. Alice was previously with Mercer.
- Jeanne-Marie Snalam has joined Cerno Group as Senior Manager, Capital & investments. She was previously with Prudential Financial as Portfolio Manager.
- Joanna LeFevre previously with Pemba Capital Partners has joined Gresham Partners as Senior Investment Manager.
- Priyanka Dean has joined Labassa Capital as an Investment Manager, she was previously with KPMG's Debt Advisory, Real Estate team.
- Liam Kennedy has joined Brookfield as Senior Associate, Business Operations, Private Equity. He was previously with Bain & Co.
- Carmen Yip has joined Greensill Capital as an Associate, Distribution. She was previously with Mizuho as Associate, Client Coverage.
- Andrew Marshall previously with UBS, has joined Next Capital as an Investment Associate.
- Fiona Newton, ex Goldman Sachs FIG joining ICG (Intermediate Capital Group) Mezzanine Fund as an Investment Associate. Katherine Niezner also joins the firm's Senior Loan Fund as an Associate, she was previously with ANZ.
- Murtaza Kahloon has joined PAG as a Private Equity Associate, he was previously with UBS as an Investment Banking Analyst.
- Michael McCormack, ex EY has joined Liverpool Partners as an Investment Associate.
- Daniel Sioufi has joined Cerberus Capital Management as an Associate, he was previously with Moelis Australia as an Associate.
- Umreen Hansra & Hayley Baker have joined Adamantem Capital as Associates. Umreen joins from Macquarie in New York & Hayley joins from McKinsey & Co.
- Ryan Nolan, ex UBS has joined Quadrant Private Equity as an Investment Analyst.
- Nisha Pradhan previously with Macquarie as an Investment Banking Analyst has joined IFC in Washington as an Investment Analyst.
- Alex Hardgrave has joined Tasman Capital Partners as an Investment Analyst. Previously Alex was with MVision in London & KPMG in Melbourne.
- Parth Nathani, ex Pricoa Private Capital, has joined Coolabah Capital Investments as an Analyst.
- Henry Davidson & Angus Thiele have both joined Arrow Capital Partners as Investment Analysts. Henry was previously with Built & Angus was previously with Avison Young in Vancouver.
- Christian Hay has joined Aware Super as an Investment Analyst, Private Equity. He was previously with Gowing Bros Limited.

FUNDS MANAGEMENT

Distribution & Advice

- Chris Faddy has been appointed as Head of Distribution with Vantage Asset Management. Chris has prior experience with Aura Group.
- Zaffar Subedar has joined Katana Asset Management, he was previously he was National Manager, Research & Platforms with Australian Unity.
- Charles Wapshott has joined Evans & Partners as Head of Distribution from Cambridge Investment Partners where he was a Director.
- Rachel Jordan has joined Ellerston Capital as a Marketing & Investor Relations Associate from VGI Partners.
- Daniele Goldberg has joined investment consultancy bfinance as a Client Consultant. Prior, she held roles with Lloyds in Sydney & London.



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Investments

- Justin Arter, ex Blackrock, has joined Cbus as CEO.
- Brendan Lyons has been appointed as Portfolio Manager & Head of Perennial Private Investments. He was a founding Partner of Kelly+Partners.
- Kristine Brooks has joined Milford Asset Management as Head of its Australian Operations. She was previously Chief Distribution Officer for Zurich's Life Risk & Investments business.
- Mark Rider has joined Christian Super as CIO. Prior, he held investment strategy roles with ANZ & UBS Global Asset Management.
- Alwyn Hung has joined Xinja as Head of Wealth. He was previously with Mason Stevens as Portfolio Manager, Fixed Income.
- Daniel Cheang has joined Colonial First State as a Senior Investment Manager from AMP Capital.
- Andrew Levy has joined L1 Capital in Melbourne as a Senior Investment Analyst, he was previously with Macquarie Group for more than 16 years, most recently as Division Director, TMT Research.
- Vinay Ranjan has joined Airlie Funds Management as an Investment Analyst from Hayberry Global Fund.
- Ray Bisht has joined Antipodes as an Investment Analyst, he was previously with CPE Capital as an Associate.
- Trevor Tsui has joined Magellan Financial Group as an Investment Analyst in the Technology, Communications & Media team, he was previously with Adamantem Capital.

CORPORATE, GOVERNMENT & RISK MANAGEMENT

- Ben Bolot has joined ATCO as Executive General Manager, Business Development East. Ben was previously with GFG Alliance as Head of M&A and earlier with Origin Energy as General Manager, Strategy & Development.
- Mersina Mouhtariss has been appointed as Managing Director & Head of Compliance with RBCCM. She was previously with Credit Suisse.
- David Clarke, ex QIC, has joined MLC as CRO.
- Mark Potter has been appointed as Partner with Partners in Performance. He was previously with the Commonwealth Bank as Executive General Manager, Institutional & Business Banking (Tech & Ops).
- Mark de Medici previously Principal at QIC, has been appointed as Chief Financial Officer at Brisbane based Cedar Pacific.
- Jason Murray joins Flexigroup as their CFO. Prior, he held roles with NAB and as the CFO at Sirius Minerals.
- Matthew Croasdaile has joined Dimeo as a CFO. He was previously with RM Williams.
- Scott Creelman has joined Mulpha Australia as a Treasurer from Centuria Capital.
- Michael Vainauskas, previously with Perpetual as CRO / General Manager Risk & Internal Audit has been appointed as CRO for Pepper Group.
- Simon Steel has been appointed as Executive Director & Head of Risk Australia with CIBC. He was previously FVP, Credit with SMBC.
- Sally Keller previously with Healius as Head of Medical Centres M&A has joined Pollination Group as CFO.
- Scott Elliott, ex Toll Group & Australia Pacific Airports Corporation has joined Bapcor as EGM Strategic Development & Investor Relations.
- Richard Thomas has joined Probe Group as Director, Strategy & M&A. He has prior experience with UBS as Director.
- Lindsay Heaven has joined Judo Bank as Director, Credit Risk. Lindsay was previously with ANZ for eight years.
- Brendan White has joined Custom Fleet as Vice President Commercial, ANZ. He was previously with BoQ as Group Executive, BoQ Business.
- Elaina Manley has joined Catch.com.au corporate development team in Melbourne. She was previously with Barclays in New York as an Associate.
- Jourdon Whitfield-Horesh has joined Home Consortium as a Senior Associate from UBS, where he was an Investment Banking Analyst.
- Connie Lee, ex Tempus Partners has joined WeLab in Hong Kong in a Corporate Development & Investor Relations role.
- Justin Hau, ex Citi Investment Banking Associate has joined EBOS in a Corporate Development role.
- Sarah Knighton has joined Lion's corporate strategy team. She was previously with Credit Suisse as an Investment Banking Analyst.
- Northern Australia Infrastructure Facility (NAIF) has added to its team with the hires of Kala Jiang as Associate Director, Ella Drake & Hasantha Uswatta as Senior Associates & Calvin Tang as an Associate.

We are keen to hear your feedback or should you require further information, please contact us on nfoster@jmichel.com.au

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