



Executive Search in Global Financial Services

NEW YORK
BOSTON
LOS ANGELES
LONDON
PARIS
SINGAPORE
HONG KONG
BEIJING
SHANGHAI
TOKYO

Global Sage Investment Management Search Practice Has Record Year

2021 has been a record year in which we completed some of the most prominent retained searches for investment managers around the world.

NORTH AMERICA



Deputy Chief Investment Officer for a \$120b Multi-Asset Business (New York)

This was one of the most prominent searches in the dynamic multi-asset space in 2021. Our team successfully recruited a Deputy CIO for a \$120 billion multi-asset business at one of the world's largest asset managers. Highlighting the importance of diversity, we recruited a woman with a distinguished career as a global macro hedge fund PM.



Intermediary Alternative Sales Team – Multiple Placements

Alternative managers are increasingly looking to raise capital in the private wealth channel.. Global Sage was retained by one of the world's most prominent alternatives managers to rebuild a team of dedicated alts wholesalers. We successfully placed three senior sales professionals covering geographies ranging from Metro-NY to the Mid-Atlantic to the West Coast.



Portfolio Manager, CMBS/RMBS for a \$300b Asset Manager (New York)

This was one of the most important placements in the structure products market in 2021. Global Sage was retained to hire a portfolio manager specialized in CMBS and residential MBS for a global asset manager with a very prominent presence in the sector. The PM immediately took on responsibility for a \$14+ billion CMBS portfolios and a team of 3 CMBS investment professionals.



PM, Event-Driven Equities for a \$5b Event-Driven Hedge Fund (Chicago)

Global Sage conducted an exclusive search for a portfolio manager specialized in event-driven equities for a +\$5b event-driven hedge fund in Chicago. The search focused on finding a PM with a unique background in merger arbitrage (hard catalyst) and fundamental (soft-catalyst) event-driven investing. The candidates who was hired joined from a smaller event-driven manager based in New York.



General Counsel for a \$5b Alternative Credit Manager (New York)

Global Sage was retained by a top alternative credit manager to hire a General Counsel. Qualified candidates had a minimum of 15 years of legal experience and at least some prior experience working at another credit hedge fund. Qualified candidates had to background in corporate transaction and credit law, as well as law pertaining to regulatory, litigation, fund formation and other business matters.



Other Successful Placements in North America:

- Senior Equity Research Analyst (Software), Asset Manager (New York)
- Strategic Investments Associate, Alternative Credit Manager (Chicago)
- Equity/FX Execution Trader, Multi-Family Office (New York)
- Portfolio Advisory Group, VP, Private Wealth Manager (New York)
- Associate, Distressed/Specialist Situations, Alternative Manager (New York)

ASIA, EUROPE, CEMEA



MD, Head of Asia Pacific Region, \$250b North American Pension Fund (Singapore)

The fund was looking for Asia leadership from a proven lead investment professional with a track record of success. Cultural alignment was important to the client, as they wanted Asia leadership by an Asian investment professional, and also someone who can work with headquarters well.



Partner, Head of Infrastructure, European PE Fund (Singapore)

Infrastructure has become an attractive asset for global investors. The ability to talent spot a lead investment professional with the right balance of knowing how to invest well in the assets and also be a safe quarterback for the fund's investors is important.



Asia L/S Credit and Global Macro Portfolio Manager Mapping Projects

We were exclusively engaged by two of the world's largest hedge funds to map talent for L/S Credit and Global Macro portfolio managers in Hong Kong and Singapore. Our focus was on PMs manage books of over \$100mm in AUM



Senior Strategic Advisor, China, \$250b North American Pension Fund

An important hire as the fund wanted to have insights and expertise to improve understanding of China and the investment proposition in uncertain times.



Other Successful Placements in Asia, Europe, CEMEA:

- Fixed Income Manager Due Diligence Professional (Middle East)
- MD, Head of Southeast Asia Private Banking, Leading Private Bank (Singapore)
- Director, Investments, Singapore Infrastructure Fund (Singapore)
- Country Head and Team Move, Leading Private Bank (Singapore)

GLOBAL SAGE BACKGROUND

- Retained search firm with a 20-year history in financial services.
- Headquartered with Hong Kong with offices in North America, Europe and Asia/China.
- Consistently ranked as a global leader in search (ranked #1 or #2 by *The Sunday Times* and *AsiaMoney*).
- Combines the best of a boutique, high-touch executive search practice with the global presence and research capabilities of the very large firms.



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