

## Credit Union Investment Strategy Group

## **TEAM MEMBER RESPONSIBILITIES**



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- Managing Director and Head of the Credit Union Investment Strategy Group of Oppenheimer & Co. Inc.
- Director of Product & Business Development
- Provides Economic & Market Commentary
- Portfolio Strategist
- Portfolio Evaluation, Fixed Income & Credit Analysis
- Strategy & Trade Execution
- Product Origination/Trading Desk Liaison (Internal and External)
- Director of Business Development
  Director of Operations for Team & Clients Lines of Credit, Due Diligence, etc.
  Regulatory Oversight including Investment Policy Statements
  - Client and Prospect Development
  - Oversees the Technical Aspect of all Analytics
  - Bond Accounting Inquiries
  - Develop & Implement Pre / Post Purchase Fixed Income & Credit Analysis, Strategy & Trade Execution
  - Responsible for Customized Client Reports
  - Valuation and Risk Analytics
  - Regulatory Mandated Reporting and Analytics §703 Quarterly Report, Monthly Pricing, HTR (Historic Total Return), Credit Surveillance
  - Pre-Analysis Portfolio Preparatory Work
  - Account Management & Administration
  - Asset Movement Principal & Interest & Payments / Settlements
  - Prospect, Marketing & New Client Acquisition
  - Coordinating Client and Prospect Calls
  - Client Support / Legal Documentation / Asset Protection
  - Portfolio Management
  - Risk Management Strategies
  - Asset Preservation and Growth
  - Coordinate work with Directors
  - New Business Development
  - Relationship and Account Management
  - Event Coordination
  - Marketing and Educational Materials

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