

# ERIC R. NASTRI

Montclair, NJ 07043 | (917) 750-8303 | ernast@yahoo.com | linkedin.com/in/EricNastri

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## ACCOMPLISHED ASSET MANAGEMENT AND FINANCIAL SERVICES EXECUTIVE

Experienced National Account Manager with unique history contributing to asset management and financial services / wealth management business in front, middle and back office. Proven team leader with track record of strong sales, product management and product positioning. Product experience includes separately managed accounts, mutual funds and hedge funds. Areas of expertise include:

- Relationship Management
- Sales and Marketing
- Strategic Prioritization
- New Product / Platform Development
- Team Leadership
- Program Management
- Investment Strategies and Solutions
- Coaching and Training
- Collaboration and Partnership

## PROFESSIONAL EXPERIENCE

**UBS Asset Management (Americas), Inc.**, New York, NY

**May 2015 – June 2018**

**Head of Wealth Management Americas Capability and National Account Management Team**

Administered affiliated UBS Wealth Management relationships, managing partnership and key account team that supported largest, most critical client. Supervised senior investment capability managers and national account managers.

- Ensured success by driving sales into most profitable and strategically important products and platforms by developing and implementing overall product and platform strategies.
- Identified and prioritized product opportunities, coordinating distribution and marketing efforts.
- Defined new investment solutions with highest likelihood of success (given available resources) as member of Product Structuring Committee.
- Partnered with UBS Wealth Management to provide cross-divisional investment and client solutions, plus investment portfolios designed to improve outcomes, using intellectual capital from both organizations.
- Increased UBS AMs platform and product presence across affiliated Wealth Management relationship by collaborating with internal constituents to ensure effectiveness.
- Recognized and leveraged information differentiating AM's separately managed account, mutual fund and hedge fund investment solutions to affiliated partner.
- Conducted client meetings and led investment portfolio discussions with partner teams, including IM&R, IPS, Capital Markets, Portfolio Advisory Group, and Advice and Solutions sales desks.
- Oversaw thought leadership distribution through various internal multichannel marketing and informational outlets.
- Represented AM investment solutions at strategic events, including national due diligence meetings, divisional universities, global CIO forums, sustainable investing forums, advisory development days, Wealth Way Forums and other regional meetings.
- Served as project lead for all collaborative initiatives requiring WM / AM partnership, including platform technology development, regulatory updates and investment advisory programs.
- Managed marketing and positioning of jointly created exclusive investment content delivered to IPS through partnership with national sales team.

**UBS Financial Services, Inc., Weehawken, NJ****August 2010 – May 2015****Director, Deputy Program Manager, Portfolio Management Program**

Oversaw management and promotion of financial advisor (FA) discretionary investment management platform, the firm's largest and fastest-growing managed account program with more than 2,200 approved financial advisors and \$150B AUM. Communicated with senior / field management and FAs.

- Promoted program benefits, efficiencies and features to FAs interested in business optimization, applying scalable, model-based approach.
- Presented UBS value proposition to recruits on advisory platforms, emphasizing PMP at VIP trips.
- Segmented PMP FA population with incentive-based tier structure to promote growth of individual financial advisor practices upon meeting asset and production goals.
- Delivered presentations at regional meetings to large audiences, articulating program features, benefits and enhancements.
- Introduced program offering to international branches with follow-up conversations with FAs, setting short-term and long-term goals through program completion.
- Expanded program by establishing junior offering with more stringent investment guidelines for FAs not meeting length of service criteria.
- Introduced several complex investment products that allowed FAs to hedge client portfolios, including -1x ETFs, volatility and structured products.
- Ensured compliance with firm risk framework through ongoing review of program design.
- Facilitated and delivered eight regional meetings annually to educate PMP FAs with investment management and marketing tools focused on practice growth and peer share.
- Aided professional development of financial advisors through monthly promotional / practice management workshops.
- Developed customizable marketing that enabled financial advisors to tailor client messaging.

**UBS Global Asset Management (Americas), Inc., New York, NY****August 2001 – August 2010****Director, Product Manager, Private Wealth Solutions**

Oversaw development and management of Private Wealth Solutions (PWS) proprietary SMA investment platform, featuring more than 6,800 accounts and \$6.1B AUM. Led marketing for platform promotion, education and servicing. Informed clients and financial advisors about portfolios and strategies.

- Launched 40 multi-asset portfolios (MAPs), utilizing proprietary investment management strategies.
- Instituted personalized tax management overlay on selected MAP strategies.
- Managed development of three SMA\*RT mutual funds used exclusively within separately managed accounts (taxable, tax-exempt and alternative strategies).
- Partnered with functional group management teams to establish future SMA strategy through new and enhanced products and programs, improving client experience.
- Streamlined business processes to accommodate considerable growth since program launch with financial advisor workstation, new account processes and business workflows.
- Leveraged competitive advantages via new product initiatives and enhanced product offerings, including active asset allocation overlay, alternative investments and tax-aware trading.
- Updated all monthly / quarterly marketing materials (profiles, presentations, strategy and asset allocation updates).
- Derived understanding of trends in gross and net sales by product and program by analyzing regional / national sales data.

**ADDITIONAL RELEVANT EXPERIENCE**

**Morgan Stanley, Investment Consulting Services (ICS), New York, NY**  
**Internal Wholesaler, Assistant Vice President**  
**Portfolio Analyst / Trading Specialist, Assistant Vice President**

**John W. Bristol & Co., Inc., New York, NY**  
**Portfolio Administrator / Trader**

**Furman Selz Capital Management, Inc., New York, NY**  
**Wrap Fee Portfolio Administrator / Portfolio Management Assistant**

**EDUCATION / CERTIFICATIONS**

**Bachelor of Business Administration (BBA), Finance**  
**The George Washington University, Washington, DC**

**Licenses:** Series 7, Series 63, Series 65 and Series 66