

C. ANDREW NELSON

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SUMMARY

Senior trading executive with a history of continuous, hands-on process improvement and successful adaptation to a rapidly changing business environment. Track record of setting business strategy and managing a large team. Deep understanding of trading tactics, systems, and venues. Diverse experience within Trading, Portfolio Management, and Technology departments: Proven ability to combine strategic and technical skills to develop successful businesses. Long-standing relationships with industry leaders.

EXPERIENCE

TIAA Investments Management, New York, NY

2006-Present

Senior Director; Lead Trader, Equities

Have engineered the transformation of Equity Trading at TIAA into a state-of-the-art, world-class desk.

- Annually trade approximately \$100 billion of US equities, ETFs and futures. Previously, traded approximately \$9 billion of European equities annually.
- Created a revolutionary internalization engine that serves as a “private ATS” for executing internal-cross trades. In 2019, the desk crossed over 56,000 trades worth \$15 billion, saving \$2.3M in direct commissions plus an estimated \$7.4M in market impact.
- Automated sophisticated trading strategies based on Portfolio Manager instructions embedded within the orders, seamlessly integrating the Nuveen internal cross.
- Create working prototypes of critical functionality and business logic as the basis for development of production systems.
- Transformed Transaction Cost Analysis (TCA) from a quarterly cycle to daily. Have worked with Babelfish Analytics since its inception on their groundbreaking venue and order-routing analytics.

INVESTMENT TECHNOLOGY GROUP, INC, New York, NY

2005-2006

Vice President – Analytic Products and Research Sales

Solved clients’ trading and portfolio management challenges using pre-trade cost estimation tools, TCA, portfolio optimization, and a Fair Value model.

VALQUEST CAPITAL MANAGEMENT, LLC, New York, NY

2004

Consultant – Risk Management

Established management systems and procedures to quantify and contain both investment and operational risks.

INSTINET CORPORATION, New York, NY

1993-2003

First Vice President - Instinet Crossing

Set strategy and held overall P&L responsibility as Head Trader of the first and largest after-hours equity trading system (\$34 mm revenues, ~70% profit margin). Led a diverse team of 12 sales-traders, programmers, and business analysts. Developed and sustained senior relationships with sophisticated clients. Established three brokerages to capitalize on regulatory, international, and cross-asset-class opportunities: Instinet Bermuda Ltd., FX Cross (joint venture with Citibank), and JapanCross (joint venture with Nikko SSB).

WELLS FARGO NIKKO INVESTORS (now BlackRock), San Francisco, CA **1992-1993**
Portfolio Manager - Advanced Strategies Group
Managed over \$3 billion in 15 highly risk-controlled, quantitative, dual-strategy funds.

GOLDMAN SACHS INTERNATIONAL, LTD. London, UK **1990**
Summer Associate - Japanese Equity Warrant Trading Desk

MORGAN STANLEY, INC., New York, NY **1985-1989, 1991**
Associate - Equities Department
Trainee, Analyst, Associate, Consultant - Information Technology Department

EDUCATION

THE WHARTON SCHOOL, *Master of Business Administration*, Philadelphia, PA **1991**
Major: Finance

AMHERST COLLEGE, *Bachelor of Arts*, Amherst, MA **1985**
Major: Mathematics

Professional Licenses Earned: Series 24, Series 7, Series 63, Series 55, Series 3.

Other

- Former member of the Chicago Quantitative Alliance.
- Moderate and speak on panels at industry conferences.
- Was featured in a round-table discussion for *FTSE Global Markets* magazine covering regulation, dark pools, market structure, and the changing relationship between buy-side and sell-side trading desks.