

GRAHAM B. PIERCE

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PROFESSIONAL EXPERIENCE

BEACON POINTE ADVISORS, LLC

Managing Director

Newport Beach, CA

2006-Present

- Oversee Private Client Service advisory group representing over \$3 Billion in assets.
- Manage client relationships representing almost \$400M in assets under management.
- Member, Board of Directors.
- Member of Investment Committee.

OTHER PROFESSIONAL EXPERIENCE

GLOBAL CROSSING

Sr. Manager, Capital Markets

Los Angeles, CA

2001-2006

- Managed the company's lending facilities with money center banks post restructure.
- Oversaw firm's treasury initiatives for all of its wholly owned Latin American companies.

MERCHANT BANKERS ASOCIADOS/SOLOMON SMITH BARNEY

Associate, Institutional Sales & Trading

Buenos Aires, Argentina

1997-1999

- Covered portfolio managers and traders from Latin America dedicated investment funds ranging from local pension funds to institutional funds based in Europe and the United States.
- Contracted business in both Spanish and English.

BANCO GENERAL DE NEGOCIOS

Associate, Institutional Sales & Trading

Buenos Aires, Argentina

1996-1997

- Responsible for servicing a client base of institutional clients representing Latin America dedicated investment funds based in the United States and Europe.

MORGAN STANLEY & CO.

Sales Assistant, Private Client Services

New York, NY

1993-1995

- Securities licensed and registered sales assistant responsible for supporting the servicing of clients of (2) private client businesses representing more than \$500M in assets under management.

EDUCATION

ANDERSON SCHOOL OF MANAGEMENT, UCLA

Master of Business Administration; Concentration in Finance

Los Angeles, CA

1999-2001

UNIVERSITY OF VIRGINIA

Bachelor of Arts; Major in Foreign Affairs

President, Inter-Fraternity Council

Trustee, Class of 1993

Charlottesville, VA

2003-2006

ACTIVITIES AND INTERESTS

Languages: Fluent in Spanish & Proficient in Portuguese

Hobbies: Investing, Golf, Surfing.