

DARREN J. REINSTEIN

917-687-6709

Evergreen, CO

dreinstein51@gmail.com

MANAGING DIRECTOR / PORTFOLIO MANAGER

Highly-experienced business-savvy investment banking and securities executive with global perspective, entrepreneurial drive, strong intellect, and repeat successes in expanding business and deal-making. More than 20 years' experience in sophisticated investment programs and related securitized products. Strong track record of presenting and closing complex transactions. Led major business segments for financial firms, including Cantor Fitzgerald, Goldman Sachs, and D.A. Davidson Companies.

- ✓ Strategic & Tactical Planning
- ✓ Market and Investment Analysis
- ✓ Financial Transactions
- ✓ Business Structuring & Deal-Making
- ✓ Team-Building, Training, & Leadership

- ✓ Mergers & Acquisitions
- ✓ Client Relationship Management
- ✓ Debt & Equity Financing Structuring
- ✓ Product Financing Investment Strategies
- ✓ Performance Tracking and Reporting

BA – Economics, Wesleyan University, CT

Certifications: **Series 7, 63 Licenses**

Selected Accomplishments

- Restructured business processes to eliminate profit-limiting factors and improve the franchise's overall market position.
- Expanded client base in both the asset-backed banking and whole loan mortgage spaces.
- Formulated innovative trade strategies based on current macro-economic and geo-political factors affecting broader markets in a low volatility environment.
- Optimized business systems in close coordination with Sales and Trading management to enhance information flow and create systems giving Cantor Fitzgerald a first mover advantage.
- Spearheaded expansion of DA Davidson's presence in the Mortgage Derivative Market by more than 5X in the number of clients the firm engaged in the space.
- Expanded the firm's clientele by sourcing differentiating opportunities in new product lines and established new trading relationships adding revenues for existing product lines.
- Closed \$200M forward flow agreement on new production subprime loans. First transaction of its kind post credit crisis.
- Developed and implemented investment strategies to minimize risks associated with structural changes in Agency Residential Mortgage-Backed Securities (RMBS).

Employment History

Managing Director of Structured Product Sales - Cantor Fitzgerald, 2016-2018. Managed a large list of global money managers and hedge funds. Engaged sales team operating in multiple markets.

Senior Vice President of Structured Product Sales - D.A. Davidson Companies, 2015-2016. Advised clients on risk-return profiles of securities including hedging strategies and portfolio composition and provided senior leadership to the Structured Products Sales team.

Managing Director of Structured Product Sales - CRT Capital Group, 2012-2015. Provides senior leadership in mortgages and a wide variety of other securitized loan products business lines.

Senior Vice President of Institutional Mortgage Sales, Mesirow Financial, 2010-2011. An independent, employee-owned firm specializing in investment, risk management and advisory services.

Vice President of Mortgage Sales - Goldman, Sachs & Co., 2005-2010. Directed sales teams focused on securitized products including Residential and Commercial Mortgage-Backed Securities, Asset-Backed Securities and Collateralized Debt and Loan Obligations.

MBS Portfolio Manager - Watch Hill Investment Partners, 2004. Boutique hedge fund providing investment service utilizing with complex portfolio-construction and risk-management techniques.

Earlier Career: Trader/Structurer - The Clinton Group, 2000-2004; Junior Agency CMO and Derivatives Trader / Collateral Analyst - Donaldson, Lufkin & Jenrette, 1998-2000.