

DARREN J. REINSTEIN

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Mr. Darren Reinstein is a highly experienced financial services executive with sophisticated investment banking expertise gained at market-leading firms including Cantor Fitzgerald, Goldman Sachs, and D.A. Davidson Companies. His global perspective, investment insightfulness, and strong entrepreneurial drive make him uniquely equipped to lead major business segments for financial firms. He has demonstrated deep understanding of markets and trading strategies and has built strong relationships across the mortgage and investment management industries.

His ability to create and analyze investment strategies that exceed clients' return goals within their risk parameters has developed lasting loyalty among his client base. He maintains an emphasis on effective strategy, productive operations, and superior client services. He is a knowledgeable and innovative leader who creates positive outcomes through market-beating financial plans, programs, and services. He possesses strong communication and management skills, with numerous accomplishments leading successful teams, projects, and operations.

Most recently, he was a Managing Director for Structured Product Sales at Cantor Fitzgerald in the firm's Denver, Colorado office. Cantor Fitzgerald is a leading global financial services firm that serves clients in more than 30 offices around the world as a securities brokerage and investment bank. Mr. Reinstein managed a large list of global money managers and hedge funds. He also engaged sales teams operating in multiple markets, ensuring technical expertise in a wide range of cash and derivative products and in other sectors including micro markets, regulation, and accounting. In his senior leadership role, he maintained close coordination with clients, traders, management, and other stakeholders across business lines.



During his two-year tenure with Cantor Fitzgerald, he restructured the firm's business processes to eliminate profit-limiting factors and improve the Denver franchise's overall market position. He was very successful in expanding the client base in both the asset-backed banking and whole loan mortgage spaces. His entrepreneurial perspective facilitated his formulation of innovative trade strategies based on current macro-economic and geo-political factors affecting broader markets in a low volatility environment. His innovations enhanced information flow and created systems giving Cantor Fitzgerald a first-mover advantage in the tightly competitive markets.

Prior to joining Cantor Fitzgerald, Mr. Reinstein was a Senior Vice President for Structured Product Sales at D.A. Davidson Companies in Denver. The company is a diversified financial services company comprised of seven distinct business units across the U.S. The firm's financial professionals identify and evaluate market trends, investment ideas and business opportunities, and translate them into actionable insights and strategies. Mr. Reinstein and his sales team advised clients on risk-return profiles of securities including hedging strategies and portfolio composition to maximize the client's return on investment. He also provided senior leadership to the Structured Products Sales team.



His accomplishments during his tenure at D.A. Davidson were numerous and significant. As a few examples, he spearheaded expansion of the firm's presence in the Mortgage Derivative Market by more than 5X in the number of clients the firm engaged in the space. He expanded Davidson's clientele by sourcing differentiating opportunities in new product lines and established new trading relationships adding revenues for existing product lines. He also actively collaborated with the sales force to source mortgage products that optimized the clients' investing needs by leveraging his previous networking contacts in the industry.

Earlier, from 2012 to 2015, he was a Managing Director for Structured Products Sales at CRT Capital Group in Stamford, CT. **CRT | CAPITAL** CRT Capital provided security brokerage, investment banking, and equity research services. The firm's offerings included M&A, private placement, real estate loan, debt and equity underwriting, financial restructuring advisory services, securities brokerage and dealership, and distressed debt advisory services.

As Managing Director, Mr. Reinstein provided senior leadership for the sales group in mortgages and a wide variety of other securitized loan products business lines and developed a diverse account list of institutional investment managers and investors. Among his accomplishments was a \$200M forward flow agreement that he executed on new production subprime loans, the first transaction of its kind after the credit crisis. He developed and implemented investment strategies to minimize risks associated with structural changes in Agency Residential Mortgage-Backed Securities and orchestrated exit strategies to obtain optimal price execution for client holdings.

Mesirow Financial in New York, NY is an independent, employee-owned firm specializing in investment, risk management and advisory services, serving institutional, corporate and individual clients. Mr. Reinstein was a Senior Vice President for Institutional Mortgage Sales for just over a year before being recruited by CRT Capital.

In this key executive role, he identified and sourced compelling investment opportunities in the structured products universe for clients, advised clients on risk-return profiles of securities including hedging strategies and portfolio composition, and derived monthly valuations for client portfolios.



From 2005 to 2010, Mr. Reinstein was a Vice President of Mortgage Sales at Goldman, Sachs & Co. in New York City. One of the top financial institutions in the world, Goldman, Sachs & Co. is a leading global investment banking, securities and investment management firm, headquartered in New York, with offices in all major financial centers around the world. As Vice President, he directed sales teams focused on securitized products including Residential and Commercial Mortgage-Backed Securities, Asset-Backed Securities and Collateralized Debt and Loan Obligations. He drove significant revenue increases by expanding into previously uncovered accounts, building profitable client relationships and enhancing the sales force's expertise.

Mr. Reinstein's earlier career is characterized by steady progression through positions of increasing responsibility. He began his career as a Junior Agency CMO, Derivatives Trader, and Collateral Analyst at Donaldson, Lufkin & Jenrette in New York and then moved to The Clinton Group as a Trader/Structurer where he traded and analyzed mortgage-backed securities, including derivatives, fixed-rate CMOs and pass-throughs for various investment vehicles for the firm's operations in the public equity and fixed income markets. Before moving to Goldman, Sachs & Co. he was an MBS Portfolio Manager at Watch Hill Investment Partners, a New York-based boutique investment bank providing senior level M&A and corporate financial advisory services.

Mr. Reinstein is well-qualified. He holds Series 7 and Series 63 licenses and has completed numerous professional development courses, seminars, and on-the-job training sessions spanning strategy, analysis, business planning, portfolio theory, marketing, sales, client services, financial markets and transactions, team leadership, and business administration. He earned his Bachelor of Arts degree in Economics from Wesleyan University in Middletown, Connecticut.

He is also very actively engaged with his community. He attained the rank of Eagle Scout in the Boy Scouts of America and is currently a Cub Scout Leader, serving as Assistant Cubmaster for his son's Cub Scout Pack and Den Leader for his son's Den. An avid and skilled guitarist, he has played in charity performances benefiting groups including Wounded Warrior Foundation at such notable venues as BB King's on Times Square and at The Knitting Factory in New York City. While a student at Wesleyan, he was on the College Varsity Football team as a four-year starter and Letter winner. He received the Scholar Athlete Award for his graduating class and was a two time Academic All-Conference.

Mr. Reinstein resides in Evergreen, Colorado, with his family.

*Market and Investment Analysis ♦
Financial Transactions ♦
Performance Tracking and Reporting
♦ Client Prospecting and Lead
Generation ♦ Relationship-building
with New and Existing Clients ♦
Account Management ♦ Trading and
Hedging ♦ Sophisticated Investment
Products and Programs ♦ Business
Operations ♦ Team Leadership*

Testimonials of former superiors and colleagues

“Darren has been both my colleague at several firms as well as my sales coverage as a portfolio manager on the buy side. From both perspectives, Darren thoroughly understood my needs as a client/colleague, possessed an extremely high level of integrity, and had a tireless work ethic in getting mutually beneficial business done. The value added in which he provided as a salesperson was extraordinary in every step of my career.” Craig K., colleague at Goldman and Cantor and covered by Darren at CRT and Davidson.

“If there were even a few more Darren’s at CRT the firm would have been vastly more profitable and probably wouldn’t have shut the doors. Darren would run a quarter mile over gravel barefoot if it meant the firm would make more money.” Mike M., colleague at CRT and customer of both Goldman as an asst PM at Societe Generale and currently a senior PM for Mercantil Bank outside Miami.

“In the face of volatile markets, Darren has consistently been the most knowledge and innovative sales person I know. In the last 12 plus years, he has consistently presented solutions for our investing needs.” Ed S., colleague at Watch Hill Investment Management, Customer - Head Mutual Fund and Hedge Fund PM.

“If I had ten of you, I could rule our world. Your resolve is invaluable not just to your employer but to all of your clients.” Mark R., colleague at CRT.

“What I look for in someone in the modern financial industry is the intelligence to recognize realistic opportunities, the analytical skills to bring value to a transaction, the ability to communicate the essence of a transaction, and the tenacity to reach a successful outcome. Darren’s character is deeply infused with each of these qualities. And did I mention he has a sense of humor?” David L., colleague - Senior mortgage trader D.A. Davidson.