

## **Robeco US Appoints Five Senior Sales and Consultant Relations Professionals to Support Growing US and Canadian Business**

**NEW YORK, September 6, 2018** – [Robeco](#), a global asset manager founded in 1929 with \$195 billion in assets under management as of June 30, announced today the expansion of Robeco Institutional Asset Management US Inc. (Robeco US), its US and Canadian business, with the addition of five senior sales and consultant relations professionals, further strengthening a dedicated presence in the region.

The news comes one year after Robeco US, best known for its expertise in quantitative investing, sustainability investing, emerging markets, and credit investing, announced the appointment of Maureen L. Beshar, Head of Robeco US and Canada. Since joining, Ms. Beshar has established Robeco US's New York office and overseen Robeco US's strategic business expansion in the US and Canadian markets, in addition to her managing and building relationships with investment consultants and plan sponsors. Reporting to Ms. Beshar, the Robeco US expanded team will collectively focus on meeting the needs of institutional investors and their investment consultants, while continuing to support existing clients representing approximately \$4 billion in assets.

In this expansion, Robeco US has named Keith Seidman and Carter Bailey as Executive Directors of Institutional Sales, and John Pinto as Executive Director of Consultant Relations. Both Mr. Seidman and Mr. Bailey are responsible for building and supporting institutional sales and client relationships in the US and Canada, while Mr. Pinto is responsible for developing and maintaining relationships with investment consulting firms. The firm has also hired Zoe Brizzolara as Business Manager, Marketing and Consultant Relations, and Yoko Kawashima as Operations Manager and Senior Client Service Support.

In addition to the expansion of the sales and consultant relations team, Robeco US has added three investment professionals, including two credit analysts and a quantitative equity researcher, to support global investment operations from the New York office.

"Robeco's strengthening of its US and Canadian presence is the firm's natural next step in this vital market," said Ms. Beshar. "The Robeco US team now in place are leaders in sales, client service and consultant relations who will be able to leverage Robeco's investment capabilities in Quantitative and Factor Based Investing, Emerging Market Equities, and ESG/Sustainable Investing in order to serve the needs of current and future institutional clients in the US and Canada."

Mr. Seidman, an investment industry veteran with over 30 years experience, joined Robeco US from American Century Investments, where he was Vice President of the Institutional Business Group. Prior to American Century, Mr. Seidman served as Senior Vice President of Institutional Asset Management Sales at Hansberger Global Investors, a role that was preceded with six years as Managing Director at Robeco/Boston Partners.

Mr. Bailey also brings over 30 years of investment industry experience to Robeco US and most recently served as Senior Vice President, Institutional Sales at Franklin Templeton Investments, where he was responsible for new business development and institutional client relations. Prior to that, Mr. Bailey was a Vice President at Deutsche Bank.

# Press Release

Mr. Pinto joins the firm after 14 years at Capital Group, where he most recently served as Senior Vice President of Consultant Relations within their institutional group. Prior to that, he was a Vice President at Prudential Investments, where he was responsible for East Coast third-party distribution of retirement programs.

Ms. Brizzolara, who has been working in the investment management industry for 20 years, previously held marketing operations and business development positions at Investec, Barings and Pioneer Investments.

Prior to joining Robeco US, Ms. Kawashima was an investor relations operations professional at Viking Global Investors for eight years. In her current role, she is responsible for providing client service and managing daily operations of Robeco US's New York office.

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### About Robeco

Robeco US and its affiliated entities form a group of global asset managers under the Robeco umbrella, with offices in 15 countries around the world and headquarters in Rotterdam, the Netherlands. Robeco US and its affiliated entities are subsidiaries of ORIX Corporation Europe N.V.

Through Robeco US's unique integration of fundamental, sustainable and quantitative research, it is able to offer both institutional and private investors an extensive selection of active investment strategies, covering a broad range of asset classes.