ALEXANDER "LEX" ZAHAROFF

Senior executive with 30 years of cross functional experience in private wealth management. Advised wealthy families in U.S., Europe, Latin America and Asia on investment strategy. Created global investment management, brokerage and banking products for the high net worth segment. Proven ability to set business strategy and implement successfully. Invented sophisticated analytical tools.

EXPERIENCE

Citi Private Bank, New York, NY **2011 - present**
Managing Director, Head of Investment Lab, North America

Carleon Capital Partners, New York, NY **2010 - 2011**
Managing Director, Investments and Client Advisory

LZ Investment Advisors LLC, Weston, CT **2010**
Founder and President. Created and launched a registered investment advisory firm.

HSBC BANK, New York, NY **2008-2010**
Managing Director, Head of Investment Strategies for the Private Bank - Americas
Led a team of fourteen advising global clients and U.S. based relationship managers.

BANK OF AMERICA, New York, NY **2005-2008**
Managing Director and Head of Investment Consulting, U.S. Trust's Multi-Family Office.
Team advises 100 of U.S. Trust's wealthiest clients, designing custom portfolios and selecting third party and in-house managers with total assets under advisement of $20 billion.

Advice and Solutions Executive, Family Wealth Advisors.

- Advised clients with assets of $50 million and greater.
- In eighteen months, created and implemented an innovative investment architecture and advice framework, built exceptional team of thirty individuals, and contributed to a 20% organic growth in revenues.
- Partnered effectively with colleagues across the Bank to launch segment specific products which attracted over $1billion in assets under management.

J. P. MORGAN CHASE & CO., New York, NY **1982-2005**
Managing Director, The J. P. Morgan Private Bank
$1.5 billion revenue business, 2,000+ employees, 250 products, 20% margin

Head of Advice Lab (2001-2005)
Advice Lab developed leading edge solutions to complex wealth management problems of high-net-worth individuals.

- Authored "Beating the Odds", a key research paper which was translated into five languages. Presented it at twenty client events worldwide.
- Granted patent on application of simulation techniques to multiple financial goals.

Head of Product Development and Advice Lab for Private Banking (1995-2001)
- Created the advice engine in Morgan OnLine, a critically acclaimed, internet-based, business. Led team of web developers, designers and domain experts. Launched more than six months ahead of competition.
- Led team of 40 professionals in expanding private client services in U.S. and, in joint venture with Sony, in Japan. Implemented new service tier, creating 30% increase in capacity and improved client satisfaction.
- Developed Asset Account, combining brokerage, credit and checking, leading to doubling of securities revenues.

Co-Head of U.S. Portfolio Management Department (1994-1995)
- Managed twenty equity and fixed income portfolio managers.
- Clarified roles and procedures to improve consistency and client service.

Group Operating Officer, Private Client Investment Management (1993-1994)
- Created pioneering Tax-Aware Equity Management process, which systematically applied best practices across thousands of accounts.

Head of Product Management and Development (1990-1993)
- Developed and launched Morgan’s first limited partnership and emerging markets equity fund for clients of the Private Bank.

Product Manager – Mutual Funds (1988-1990)
- Led Morgan’s mutual funds expansion: managed acquisition of 25 person servicing business and developed an asset allocation service.

Manager of New York Office of International Private Banking (1987-1988)
- Provided guidance to employees during crash and other crises.

Banker (1982-1986)
- Completed JPMorgan’s Commercial Bank Management Program. Helped structure trusts and advise wealthy European families on real estate investments.

ANDERSEN CONSULTING, New York, NY **1978-1980**
Analyst

EDUCATION

Harvard Business School, Boston, MA **1980-1982**
Masters in Business Administration

Princeton University, Princeton, NJ **1974-1978**
Bachelor of Science in Engineering

OTHER

Series 7 and 66 security licenses. Chartered Financial Analyst. Conversant in French and Italian.

PUBLISHED ARTICLES

Ashvin B. Chhabra, Ravindra Koneru and Lex Zaharoff Modern Portfolio Theory's Third Rail: Achieving Wealth Mobility Through Idiosyncratic Risk. *The Journal of Wealth Management*, Vol. 14, No. 1 (Summer 2011).

Ashvin B. Chhabra, Ravindra Koneru and Lex Zaharoff , Creating a Goal-Based Wealth Allocation Process. *The Journal of Wealth Management*, Vol. 12, No. 3 (Winter 2008).

Ashvin B. Chhabra and Lex Zaharoff , Setting an Asset Allocation by Balancing Personal and Market Risks. *The Journal of Wealth Management*, Vol. 4, No. 3 (2001).