

# Tom Nelson

Executive Vice President & Chief Investment Officer



## Executive Profile

Tom Nelson serves as Executive Vice President and Chief Investment Officer for Reich & Tang. He is responsible for overseeing the firm's FDIC insured programs, sales growth strategy, and product development initiatives. Mr. Nelson is a frequent industry speaker throughout the bank, trust, and brokerage spaces discussing the impact of regulatory changes in the short-term markets, bank funding, and FDIC insured investment strategies from a growth and profitability perspective.

Mr. Nelson previously served as the Director of Institutional Sales at Institutional Deposits Corp. where he was responsible for building its FDIC-insured deposit program and introducing it within the trust, bank, broker-dealer, and institutional markets.

Prior to that, Mr. Nelson was head of SunGard's STN Money markets, the firm's money market mutual fund and commercial paper distribution facility. In addition to being a Senior Vice President at ICAP Capital Markets., Mr. Nelson was Head of the Short-Term Asset Portfolio Management Group at Chase Asset Management, where he worked for 14 years, and was responsible for \$80 billion in assets across all short-term asset management classes.

Mr. Nelson received a B.A. in Economics from Duke University.

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