

David Nichols  
Dnich@me.com

Bilingual Senior Financial Services Executive looking for opportunities where my 35+ years of experience in Japan and the US can be leveraged to educate future business leaders

### **INSTRUCTIONAL BACKGROUND:**

#### Training

- Completed the Association to Advance Collegiate Schools of Business (AACSB) Bridge Program to prepare experienced professionals to instruct at the graduate level, 2022

#### Graduate Level Lectures 2010 - Present

- The Anderson Graduate School of Management at UCLA– in person
- Aoyama Business School – hybrid in person / synchronous remote
- Kenichi Ohmae Graduate School of Business – asynchronous remote
- Gordon Institute of Business Science, University of Pretoria – in person

#### Professional Training Delivery

- Instructor for internal company training including case based “Ethical Decision Making” and lecture based “The Japanese Asset Management and Servicing Industry”, 2010 – Present
- Mentored 10+ junior and mid-level staff in both formal and informal programs, 2010 - Present
- Communications Teaching Assistant, The Anderson Graduate School of Management at UCLA, Los Angeles CA, 1990-1992
- ESL instructor, The Yamaguchi English School, Tokuyama Japan, 1985 – 1988

#### Civic Training

- Course director for a week-long leadership development course (Wood Badge) for adult volunteers serving the Boy Scouts of America. Led and instructed the intensive experiential learning based course. Developed staff over 6 months via on line synchronous experiential learning, 2015 – 2019
- Various training focused roles including scoutmaster for the Boy Scouts of America, Youth soccer coach, WSI certified swim instructor, summer camp counselor, 1979 – 2009

### **PROFESSIONAL EXPERIENCE**

#### EY Parthenon 2020- Present

##### Executive Advisor, Financial Services

- Provide guidance to clients on commercial banking, payments/ transaction banking, expanding asset servicing business in Japan, growing market retail brokerage market share through micro segmentation, and improving regional bank general account investment performance and control via delegation
- Author thought leadership articles on the Japanese retirement market, market sizing and ESG

#### STATE STREET, Japan, 2014 – 2020

##### President, Representative Director, State Street Global Markets (Japan) 3/17 – 5/18

- Led State Street’s Japan based \$31MM annual revenue securities company offering clients securities finance, currency and transition management, foreign exchange trading platforms, risk analytics and alternative fund servicing products
- Represented SSGMJ in front of regulators, industry associations, clients and vendors
- Led efforts to re-align State Street’s legal entity structures in Japan. Obtained regulatory approval to move securities businesses into the trust bank allowing State Street to close its securities subsidiary

- Deputy President, CAO, State Street Trust and Banking Co, Ltd. 3/14 – 2/17, 6/18 – 4/20
- Oversaw State Street's Japanese Trust Bank's (\$120 MM revenue, 350 employees) Planning, IT, Legal, Compliance, Finance, Risk Management, Corporate Communications, and General Services Departments
  - Led a client take on for a 10 year \$150MM revenue outsourcing/custody deal which increased outsourcing volumes over 7 times current volume
  - Negotiated with strategic partners giving SSTB flexibility to broaden its service offerings
  - Served as a Representative Director on the SSTB Board and chaired board meetings
  - Supervised the APAC corporate secretary and legal entity governance initiative. Served as APAC representative on the firm's Legal Entity Oversight Committee

INVESCO ASSET MANAGEMENT, Japan, 2010 – 2014

Managing Director, Deputy President, Representative Director, COO

- Set and executed strategy for expanding the Japanese business of a \$30BN AUM, \$65MM Revenue, 120-person independent asset manager
- Served as an IAMJ Representative Director responsible for Trading, Operations and Information Technology divisions
- Managed integration of business acquisition to capture efficiencies and synergies
- Led the on-the-ground management team keeping the business viable and employees safe during the East Japan Earthquake, tsunami and nuclear disaster

MORGAN STANLEY, New York & Japan, 1992 – 2010

Executive Director - CAO – Morgan Stanley Investment Management Japan - 8/05 – 10/10

- Developed strategies & budgets, lead business plan execution, manage and control Morgan Stanley's asset management business in Japan
- Serves as a Director on the MSIM Japan Board, the Executive Committee and Chair of the Risk Management Committee
- Oversaw Product Development, Marketing, Operations, Trading, Risk & Performance Management, IT, Finance, HR, Legal, Compliance and Internal Audit functions
- Negotiated JV/partnership deal with Mitsubishi Trust Bank
- Managed business divestiture and re-aligning remaining business to maximize profitability of distribution in the Japanese market

Executive Director - Strategic Planning & Administration – MSIM New York - 9/02 - 7/05

- Assisted in strategy development for MS's Global Investment Management Division
- Evaluated acquisition and lift out opportunities

Vice President – Morgan Stanley Securities, Operations – New York 1/98 – 7/02

- Collateral / Credit Risk Management - Managed complex equity derivative structures products' credit risk and collateral management

Vice President – MS Securities, Finance Division - Tokyo & New York – 9/92 - 12/97

- Managed strategic budgeting (\$700 million Tokyo office budget) and profitability

ANEXTERE and VISUAL ALPHA, Japan, 2020

Senior Advisor for two fintech start ups focusing on Japanese financial services

**EDUCATION:**

- 1992 MBA - Finance & Accounting, Anderson Graduate School of Management at UCLA
- 1985 BA - International Studies, University of Washington

**OF NOTE:**

- Fluent Japanese
- Chairman of the ACCJ Investment Management Committee, member of Financial Services Forum and Banking & Capital Markets Committee
- Co-authored ACCJ position papers on trade execution reform, FATCA, Japan's Foreign Direct Investment Law amendment, improving corporate governance, ESG disclosure recommendations, and Japanese regulatory requirements for financial

firms

- Speaker at the ACCJ Women in Business Conference, Global Association of Risk Professionals Annual Asia Conference, SSON conference, Alternative Investment Management Association conference, the Tokyo Financial Information Summit and the ACCJ Young Professionals Network
- President of the Boy Scouts of America Far East Council covering Asia Pacific
- Taekwondo Black Belt
- Certified Interior Firefighter and Emergency Medical Technician
- Active photographer – film and digital