

A2C Executive Strategist, Office of the CEO program

There's no better place to begin your post-MBA career than at the top.



A unique and exciting opportunity awaits a select group of MBA recipients at one of the nation's top financial services firms. The Raymond James Executive Strategist – A2C Program offers high-performing, self-motivated individuals the opportunity to acquire and hone the management and leadership skills necessary to succeed at the highest levels of the firm.

ABOUT THE PROGRAM

Established in 1991, A2C Executive Strategists initially worked exclusively with Thomas A. James, then-chair and CEO of Raymond James, leading special projects that shaped the firm's strategy, business development and ongoing success. Since Paul Reilly took the helm as CEO in 2010, the mission of the role has broadened to support other members of the Executive Committee in addition to the chair and CEO.

Over the course of our two-year program, A2C Strategists learn from some of the most respected minds in the financial services industry and regularly participate in senior-level management sessions.

A LETTER FROM OUR CHAIR AND CEO

Congratulations! As you pursue your MBA, your diligent work has put you in a position to assess your career options. If you have an interest in management within the financial services industry and want to gain firsthand, top-of-the-house perspective from leaders in the industry, we invite you to consider our A2C Executive Strategist, Office of the CEO program. A2C Strategists work directly for us and other members of Raymond James' senior management on strategic projects that drive our company's ongoing success. Our program has been quite successful, producing a number of senior leaders throughout the organization. We hope you consider Raymond James as the place to productively employ your education, skills and energy.



Thomas A. James

TOM JAMES
Chair Emeritus



Paul C. Reilly

PAUL REILLY
Chair, Chief Executive Officer

As a program participant, your responsibilities will include:

- ▶ Collaborating with the executive management team on strategic initiatives, including merger and acquisition opportunities, new product evaluations, operational improvements and contingency planning
- ▶ Presenting analyses and recommendations to the senior management team and directing the transition of approved recommendations into implementation
- ▶ Developing in-depth knowledge of all aspects of the financial services industry, including capital markets, brokerage, asset management, and retail and commercial banking

FOLLOW-ON OPPORTUNITIES FOR PAST A2C EXECUTIVE STRATEGISTS

Past participants have consistently attained high-level positions across the firm. Former A2Cs currently hold the following positions within Raymond James:

- ▶ Chief Financial Officer, RJF (Columbia '10)
- ▶ Chief Operating Officer, RJF; President, Asset Management Group (Wharton '91)
- ▶ Chief Marketing Officer & Director of Strategic Planning (Booth '98)
- ▶ Chief Operating Officer, Global Equities; MD, International Institutional Sales (Texas '03)
- ▶ Chief Operating Officer, Investment Banking (Kellogg '13)
- ▶ Chief Risk Officer, Private Client Group & Asset Management (Kellogg '07)
- ▶ Chief Risk Officer, RJ Bank & Trust, Asset Management, International (HBS '08)
- ▶ SVP, Head of Financial Institutions Division (Texas '08)
- ▶ SVP, Global Client Coverage & Marketing (Columbia '12)
- ▶ SVP, Head of Sustainable Investing (Kellogg '17)
- ▶ Director, Investment Banking (UVA Darden '12)
- ▶ Director, Head of Private Placements (Booth '14)
- ▶ Head of Product Strategy, RJ Investment Management (Stern '15)
- ▶ Head of Corporate Development & Strategy, RJ Investment Management (Columbia '16)
- ▶ VP, Asset Management Technology & Operations (UVA Darden '16)
- ▶ VP, Strategic Operations (Booth '19)
- ▶ VP, Private Institutional Clients – Cross Asset Solutions (Columbia '19)

Visit raymondjames.com/campus to join our student talent community, learn about early career opportunities and search open positions.

ABOUT RAYMOND JAMES

Founded in 1962, a public company since 1983 and in the S&P 500 since 2017, Raymond James is a diversified financial services holding company with subsidiaries engaged primarily in investment and financial planning, in addition to investment banking and asset management. Our stock is traded on the New York Stock Exchange (RJF).

Through its three broker/dealer subsidiaries, Raymond James Financial has approximately 8,800 financial advisors serving throughout the United States, Canada and overseas. In addition, total client assets are approximately \$1.48 trillion.*

Raymond James has been recognized nationally for its community support and corporate philanthropy. The company has been ranked as one of the best in the country in customer service, as a great place to work and as a national leader in support of the arts.

*As of 6/30/2024. Past performance is not indicative of future results.

IDEAL CANDIDATES

In addition to completing an MBA at a qualified institution, ideal candidates for our A2C program should have the following attributes:

- ▶ Exceptional analytical, quantitative and critical thinking skills
- ▶ Motivated and independent self-starter
- ▶ Strong interest in the financial services industry
- ▶ Effective communication and consultative skills

RAYMOND JAMES®

INTERNATIONAL HEADQUARTERS: THE RAYMOND JAMES FINANCIAL CENTER
880 CARILLON PARKWAY // ST. PETERSBURG, FL 33716 // 800.248.8863 // RAYMONDJAMES.COM

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