JON SMITH

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EXECUTIVE LEVEL MANAGEMENT

Retirement/Pension Administration • Client Development • Financial Services

“Results centered” strategist with +20 years in senior roles with Executive Benefits and Retirement Services entities with +50K members and multibillion dollars in assets. Proactive contributor to corporate bottom line and administrative leadership. Offering an impressive track record in relationship cultivation and driving market share. Strong communicator, able to present complex issues to all levels of the corporate structure, vendors and clientele.

- Seasoned in defined benefit, executive compensation plans and pension strategy.
- Experienced in IRS-qualified retirement plan investments, design options and vendor selection.
- History of re-vitalizing, upselling and capturing key accounts, resulting in increased revenue streams

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Retirement Plans • Multimedia Advertising • Product Launch • Investment Alternatives • Strategic Marketing
Account Management • Branding • Client Relations • Market Penetration • Compliance • Data Analytics
Non/For Profit Operations • HR Development • Process Improvement • Due Diligence • Client Service Upgrade
Corporate Communications • Vendor Relations • Federal/State Legislation • Summary Plan Descriptions
Needs Assessment • Post Sales Support • Multimillion Dollar Budget Management • Defined Benefit

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PROFESSIONAL EXPERIENCE

GLENN G. GEIGER COMPANY, INC., Darien, Connecticut • 2002- Present
Specialized design, administration and financing of executive benefits with 150 major clients. Annual revenue $2M.

Executive Vice President
Cultivate high yielding relationships with executives and Board of Directors of community banks. Perform high impact presentations of products, closing contracts, upselling and garnering referrals. Consult with current and potential clientele in IRS-qualified retirement plan investments, design options and vendor selection. Author PR, advertising, sales targets and procedures. Utilize past success with pension administration to broaden portfolio and develop business. Self-taught Federal/State laws, ensuring compliance and due diligence expertise.

Account Development

- Achieved 100% client retention via detailed attention to entire sales life cycle from initial contact to post sale.
- Increased client base 250% through cold calling, referrals and building win-win relationships.
- Lead account expansion, post sales support and ensure 100% satisfaction, resulting in long term retention.

Notable Accomplishments

- Rocketed corporate premiums by $40M during tenure by creating tactical partnerships and account expansion.
- Championed effective corporate communications including building the website and strategic partnerships with major trade organizations.
- Researched market to improve pricing, services and successfully out-disclose competitors.

PENTEGRA RETIREMENT SERVICES, White Plains, New York • 1978-2002
Creates and administers investments of IRS-qualified retirement plans with 60K members and $6B in assets.

Vice President, Consulting Services • 1991-2002
Jump-started a new department to consolidate and upgrade client services. Supervised 15 consultants charged with revitalizing old accounts and capturing additional market share. Drove company footprint via effective strategic planning, proactivly resolving challenges and streamlineing client communications. Led the creation of a for-profit subsidiary to offer stock-based retirement products and services.

Account Development

- Re-vitalized key clients from disgruntled customers through hiring sales professionals that put the client first, going beyond the call of duty for customers.
- Added +100 clients via a regional representative program utilizing retired CEOs as an outside sales force.

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Pentegra Retirement Services Cont…
Notable Accomplishments

- Garnered a consistent 97% client satisfaction rate throughout +20 years by via expert account support.
- Increased 10% in bank market share, re-structuring corporate identity via PR, marketing and advertising.

Assistant Vice President • 1986-1990
Researched current market, updating plans, investment designs/options and administrative issues with high yielding accounts as well as prospective customers. Collaborated with upper level mangement in defining and implementing improved proceedures. Analyzed benefit calculations and Summary Plan Descriptions. Oversaw ad hoc projects to streamline and improve efficiencies.

Account Development

- Produced a user-friendly video program to explain client 401(k) plans to clients and prospects.
- Administered accurate filing of IRS 5500 and 5300 forms well within schedule.

Notable Accomplishments

- Upgraded 401(k) and profit sharing features of the defined contribution plan and presented details to clientele.
- Published 1st survey of retirement plans in the US Savings Industry via indepth research of rules/regulations.

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Career Note: Additional excellent experience at Pentegra Retirement Services as **Senior Manager, Employer Services** and **Manager, Employer Services**. Details furnished upon request.

EDUCATION

Bachelor of Arts ~ Economics and Psychology
St. Lawrence University, Canton, New York

PROFESSIONAL DEVELOPMENT

Series 6 and Series 63 Registrations
Life, Health and Disability Licenses
Qualified Pension Administrator, American Society of Pension Actuaries

CONTINUING EDUCATION

Financial Industry Regulatory Authority and National Association of Securities Dealers Courses:
Retirement Planning
Deferred Variable Annuities
Privacy and Information Security
Working with Senior Clients
Anti-Money Laundering
Annuities
Understanding 529 Plans