Allen W. Hunter

allenwhunter@gmail.com • 205-913-8483 • Boulder, Colorado

EDUCATION

University of Colorado Boulder, Leeds School of Business - Boulder, CO *Aug 2024 - May 2025*

- Master of Real Estate; GPA 3.7/4.0
- Coursework in financial modeling, development, ARGUS, economics & data analysis
- ULI-Hines Case Competition participant
- Vice President - Graduate Real Estate Association

Georgetown University - Washington, D.C. *Sept 2006 – May 2010*

- Bachelor of Arts – History; GPA 3.6/4.0
- Honors: Cum Laude**,** Phi Alpha Theta History Honor Society

PROFESSIONAL

J.P. Morgan Asset Management

Vice President - Investment Management – New York, NY/Boulder, CO *Jan 2019 – Sept 2023*

- Responsible for capital raising and relationship management efforts with institutional investor client base
- Led all aspects of sales and client retention strategies, including development of territory prospecting plan, sales collateral (pitchbooks, thought leadership, RFPs/DDQs) and on-going coordination across key internal stakeholders (portfolio management, marketing/events, operations and client service teams)
- Successfully achieved annual sales targets of over $250mm in AUM across equity, fixed income, multi-asset, and alternative asset classes

Associate - Investment Management – New York, NY *Dec 2016 – Jan 2019*

- Supported several sales leads in managing institutional sales territories of over 500 prospects and 60 existing clients,
- Qualifying prospecting opportunities through cold-calling and email campaigns, assisting in pitching appropriate investment solutions and services. Led ongoing servicing and quarterly reporting to existing client base

Strategy Analyst - Investment Management - New York, NY *Jan 2013 – Dec 2016*

- Served as Associate to the Head of North America Institutional Sales, assisting in the implementation and oversight of strategic projects and initiatives on behalf of a salesforce managing $200B+ in assets across various institutional client segments
- Interfaced with key internal partners including sales, marketing, product development, finance, and CRM to ensure coordination and execution around senior operating committees objectives

Bloomberg L.P.

Financial Product Sales & Analytics – New York, NY *Apr 2011 – Jan 2013*

- Supported clients in implementation and integration of Bloomberg SaaS financial analytics solutions
- Conducted on-site and virtual product demonstrations, communicating the value proposition of Bloomberg analytics software
- Partnered closely with developers and product managers to customize solutions and drive usage growth

The Kuyasa Fund

Research Analyst – Cape Town, South Africa *June 2010 – Feb 2011*

- Restructured field work processes for regional Loan Development Officers (LDOs) at Cape Town based micro-finance NGO
- Wrote training manuals for implementation of credit policy, work routines, collections & loan monitoring

LICENSES/TECHNICAL/BOARDS

- FINRA Series 7, 63, 3 licensed
- MS Office Suite, Salesforce CRM, Bloomberg, CoStar, ARGUS
- Board of Directors, Finance Committee Member - *EFAA (Emergency Family Assistance Association)*
- Interests: Running (Cape Town Marathon, Oct 2024), Wine (Court of Master Sommeliers - Level I)