

## **Martin Vergara**

**Executive Director**

**Private Wealth Management, Head of Strategy**

**Morgan Stanley**



Martin Vergara joined Morgan Stanley in April 2007 as a first-year Analyst and now serves as the Head of Strategy for Private Wealth Management where he is accountable for client engagement, advisor productivity and delivering the firm to top clients. Most recently, Martin served as COO of Marketing for the firm. In this role, he has overall responsibility for managing the department's finance, budgeting, operations, risk management, market research and metrics. The Marketing organization is focused on shaping and enhancing the company's brand value, ensuring the global integration and consistency of marketing strategy across businesses, functions and geographies to deliver growth and value.

Prior to this assignment, Mr. Vergara was Director of Sales Strategy & Execution for Morgan Stanley Private Bank where he was responsible for the design and execution of FA and client segmentation strategies and tactical initiatives.

Martin also worked in various producing & managerial capacities within Morgan Stanley Wealth Management's Capital Markets Group, including Infrastructure Director, Business Development Director, Analyst Program Manager and Fixed Income Sales. In aggregate, he spent four of his nine years working within Wealth Management Capital Markets.

Mr. Vergara is the Board President of the Hamilton Partnership for Paterson, the official friends group of the Paterson Great Falls National Historical Park, whose mission is to enhance the educational, social and economic benefits of the park for the city, state and the nation. Martin is also a Board member for the New Jersey Community Development Corporation (Paterson, NJ) and his high school, DePaul Catholic (Wayne, NJ).

Martin received an MBA from Columbia University and a B.A. in Finance from the University of Notre Dame, where he was a pitcher on the varsity baseball team. As a high school senior, he was a 15th round draft pick by the Cleveland Indians baseball club. He resides in his hometown of Paterson, NJ with his wife, Deniz, and children Ayla and Hart.