



# Replacing the Family Office Chief Investment Officer

## OG Situation Analysis

Our client was a technology executive's family office located in the Southeastern U.S. The founder wanted to grow the fund's assets and continue to expand their core strategies, and he and the current Chief Investment Officer agreed that they needed to bring an experienced asset manager.

*“A high-quality portfolio manager and entrepreneur, willing to live in a smaller Southeastern city – that’s what our client needed.”*

Brian Palabrica, Director, Options Group

The plan was to hire an experienced equity portfolio manager who would work together with the firm's leadership to market the fund and significantly increase assets under management. The ultimate goal was to migrate the firm from being a family office to being an alternative investment manager.

The challenge: getting the person with the right experience who would either already be in the Southeast or would be willing to relocate to the relatively small city in which the client was located.

## OG Approach

Within two days of the search kick-off, Brian Palabrica and his team had already identified 37 potential candidates; and within a few

weeks that list grew to 61. Roughly half the list consisted of hedge fund professionals but also included high net-worth portfolio managers as well as investment professionals from family offices and alternative asset managers.

The candidates were located in seven different states. The team also reached out to strategically placed sources from hedge funds, family offices, and sell-side professionals to help identify ideal candidates not just in major money centers but especially those open to or located in the Southeast.

## OG Results

*Four months and one day after the kick-off, the successful candidate accepted an offer and started a week later. With roots in the Midwest, the candidate was happy to move quickly and to relocate away from the East Coast. His prior experience and his personal temperament were ideal for the client. He had spent nearly his entire post-graduate school career managing event driven and long/short equity portfolios for multi-billion dollar hedge funds.*

**The client has its new Chief Investment Officer and the firm is now on a path towards growth.**

## Contact Us

OGiQ@OptionsGroup.com

### Americas

New York +1.212.982.0900  
Bogotá +57.(1).358.2602  
São Paulo +55.11.4082.9010

### EMEA

Frankfurt +49.(0)69.971.941.10  
London +44.(0).207.448.0100  
Zürich +41.43.497.3048

### Asia Pacific

Hong Kong +852.2155.1300  
Mumbai +1.22.6129.3200  
Singapore +65.6809.2802  
Sydney +61.2.8249.8335  
Tokyo +81.3.6228.7460