

Andrea Kyle Muller

Vero Beach, FL

315.447.6331 | andreak.muller@gmail.com | linkedin.com/in/andrea-muller

FINANCIAL SERVICES EXECUTIVE | BOARD LEADER

A financial services executive with significant experience (US, Europe, Asia) in asset management, credit rating, investment banking and law at large multi-national firms, including Principal Global Investors, Fitch Ratings, UBS and Shearman & Sterling. Extensive Board of Directors experience. J.D., Georgetown University Law Center. Masters in European Union Studies.

- Asset Management
- Business Development
- Change Management
- Relationship Management
- Business Strategy
- Recruiting C-Suite

EXPERIENCE

PRINCIPAL GLOBAL INVESTORS

Executive Director, Head of Global Institutional Business, USA 2015 – 2018

Created a globally integrated model for sales, relationship management, client service and consultant relations to bring the full range of PGI's diverse investment capabilities to institutional investors with over \$420 billion AUM. Clients included corporate, public, national and trade union funds, financial/insurance firms, endowments and foundations and official sector investors.

- Partnered with leadership in 17 distinct investment boutiques as well as legal, compliance and operations to grow sales and revenue and retain clients.
- Managed 70 employees globally located in: Asia, Australia, Europe, Japan, Latin America, the Middle East and the US to develop multi-product relationships with sophisticated investors.
- Opened news offices in Switzerland and Germany.
- Reorganized the US business, hired a new Managing Director and improved sales and margins.
- Developed a global compensation plan combining commission and discretionary incentives.
- Primary executive sponsor for the adoption and rollout of Salesforce CRM.
- Member of the PGI Operating Committee, Distribution Committee and Fee Committee. Member of Steering Committee for Women in Sales.

Chief Executive, Asia, Singapore 2010 – 2014

Provided senior leadership and drove PGI strategy across Asia.

- Managed employees based in Singapore, Malaysia, Hong Kong, China and Dubai.
- Increased client base and AUM significantly.
- Established Singapore as PGI's ex-US center for operations.
- Set up PGI rep offices in Dubai and Beijing.
- Managed PGI staff in group JVs and provided asset management expertise to Principal's JV partners in Asia: China Construction Bank and CIMB.
- Transitioned responsibility for Asia to a local hire.

FITCH RATINGS ASIA PACIFIC, Singapore

Managing Director, Head of Asia Pacific 2005 – 2008

Responsible for credit ratings business in 12 countries-including oversight for 14 sales offices and 8 analytical teams: Sovereigns, Corporations, Financial Institutions, Insurance, Infrastructure, Public Finance, Structured Finance and Structured Credit (270 employees; 540 employees, including JV affiliates).

- Developed strong, high-level relationships with corporate clients, bankers, investors and regulators in the region.
- Established Fitch's first office in Korea and acquired control of publicly traded Korea Ratings.
- Set up Fitch's first subsidiary (WFOE) in China and completed JV with China Lianhe Credit Rating.

- Obtained a business license, and established a profitable, wholly owned credit rating company in Indonesia.
- Appointed new CEO in Japan and reoriented the business development function in Japan.
- Expanded product offering and operations in India.

UBS GLOBAL ASSET MANAGEMENT, Singapore

2004

Managing Director, Head of Asian Corporate Marketing

- Marketed full range of asset management products to corporate and quasi-sovereign entities as part of UBS cross-selling strategy. Expanded coverage in Asia.

ADDITIONAL EXPERIENCE

UBS INVESTMENT BANK

Managing Director, Head of Singapore Investment Banking, Singapore

Managing Director, Head of Corporate Advisory France, Paris, France

SHEARMAN & STERLING – Paris, France

European Partner | Associate Attorney

SHEARMAN & STERLING – New York, USA

Associate Attorney

EDUCATION

Juris Doctor (J.D.), Georgetown University Law Center, Washington, D.C.

Selected for Law Review. The Georgetown Law Journal – Editorial Board.

Awarded Alliance Française and Fulbright Grants for legal studies in France.

Masters in European Union Studies, College d'Europe, Bruges, Belgium

Awarded Rotary Foundation Grant.

Bachelor of Science (B.S.), International Relations, cum laude, **Georgetown University School of Foreign**

Service - Washington, D.C., Phi Beta Kappa. Graduation Speaker.

BOARD OF DIRECTORS | INDUSTRY LEADERSHIP EXPERIENCE

- Spectrum Asset Management (2015-2018). A leading asset manager of preferred securities with over \$21b in AUM. Affiliated with PGI.
- Post Advisory Group Board (2015-2017). A leading asset manager specializing in high yield, senior loans and CLOs with over \$17b in AUM. Affiliated with PGI.
- Principal Global Investors (Singapore) Limited (2010-2018). Affiliated with PGI.
- Principal Global Investors (Hong Kong) Limited (2010-2018). Affiliated with PGI.
- Executive Committee for Asset Management Group, Asia Securities Industry and Financial Markets Association (ASIFMA) (2013-2014),
- CIMB Principal Islamic Management Sdn. Bhd (2010-2014). Affiliated with PGI.
- Executive Committee for Investment Management Association of Singapore (2010 – 2014).
- Korea Ratings (2006-2008). A leading publicly-traded rating agency in Korea. Affiliated with Fitch Ratings.
- China LianHe Credit Rating Co (2007-2008). A leading credit rating agency in China. Affiliated with Fitch.
- American Chamber of Commerce, Singapore (2007-2013). Prior Chair of the Financial Services Committee and established the Women's Network.