



Dear Nominations Committee,

Thank you for considering Girish as a candidate for the Board of Directors of the CFA Society of New York (CFANY). With deep respect for the CFANY's mission, its leaders, and its members, Girish is committed to contributing his expertise and passion to foster continued growth, innovation, and meaningful impact within the organization and beyond. Girish is a culture carrier, connector, and relationship cultivator whose career exemplifies leadership, expertise, and a passion for positive change. With a diverse background in sales and business development, corporate finance, and financial markets, he excels in relationship management and business strategy. As an Institutional Solutions Strategist at BNY

Mellon Advisors, Inc., Girish is responsible for driving new business development by engaging with retirement plans, nonprofits, and family offices to deliver tailored investment solutions. Since joining BNY in 2015, he has made significant contributions in Corporate Treasury and Wealth Management, managing critical functions that propelled organizational success. His dedication to fostering inclusion is reflected in his leadership roles within the company's mentoring programs. In 2023 and 2024, he led programming for a global mentoring program involving over 1,200 participants across five regions, following his success with regional mentoring efforts focused on diversity, inclusion, and cross-generational collaboration. Previously, Girish worked at PwC as a strategic advisor, helping organizations implement treasury, banking, and risk solutions. He started his career as a stockbroker managing investment portfolios for high-net-worth individuals. Girish earned a bachelor's degree in business administration with a concentration in finance and economics from Bryant University, where he currently serves on the Alumni Leadership Council to drive engagement among students, alumni, parents, and faculty. Girish is also a current participant in Money Management Institute's (MMI) Executive IQ Leadership Program.

Girish is an active member of CFANY serving as Vice Chair of the Young Leaders Group. He is deeply committed to CFANY's mission and has contributed by moderating and speaking on panels, organizing events, and through his dedicated presence. His vision is to strengthen CFANY's impact by fostering collaboration and meaningful exchanges among members and non-members, driving growth and innovation in the investment industry. If elected to the Board of Directors, Girish would establish structured mentorship programs, leveraging his extensive experience to support members at every career stage and foster meaningful professional growth. Girish would champion diversity and inclusion initiatives, creating programs and panels that promote underrepresented voices and advance equitable leadership opportunities within CFANY and the broader investment community. Additionally, he would focus on growing CFANY's membership by building strategic partnerships, expanding outreach to asset allocators, asset managers, companies, and industry groups, and hosting targeted recruitment events. These efforts will strengthen CFANY's inclusivity, amplify its influence, and ensure its continued growth and impact within the investment industry.

Girish's broad expertise, combined with his passion for mentoring and community building, positions him as a valuable asset to CFANY. His journey reflects an unwavering commitment to excellence, making Girish an ideal leader to shape the future of CFANY.

Sincerely,
Girish Massand, CFA