David W. Mountford, AIF, CRPS

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Objective Continue Management Path on a Regional or National Level in the Financial Industry.

Experience

Witman Pension Consulting
11/2016 - Present

Third Party Administration Firm

- Day to Day Marketing of Pension Administration and Design from Solo to 1,000 plus participant plans
- Management of all Operations concerning the TPA Firm

Senior DCIO Specialist Southeast – New York Life Mainstay Investments
5/2015-11/2016

Defined Contribution Investment Only Distribution

- Develop DCIO business with all Channel Advisors – continue to cultivate existing relationships and develop new Distribution contacts through multiple means – existing relationships – joint marketing with COI's – joint marketing with internal retirement plan specialists – joint marketing with RVP's and our Internals – joint marketing efforts with RBC's, CRD's and all designated Channel Top Retirement Producers
- Utilize a Consultative approach with existing Advisors, potential Advisors and Producers
- Create sustainable business plan with field RVP's and their Internal RVP's to double the coverage in the Southeast Territory
- Implemented a mentoring program with my DCIO peers to discuss best practices, sales ideas and how to work with Home Office Internal and External Wholesalers – bi-weekly conference call schedule
- Implement and started a focused Retirement Specific Cluster Meeting rotation in key cities in the Southeast Territory
- Manage a focused territory rotation and also when beneficial travel with RVP's
- Provide intelligence to home office on competing companies marketing materials and best practices – provide ongoing intelligence to home office from a field perspective
- Develop a Team approach to develop the Southeast Territory and build a model for year over year lift and success in the Southeast – share this with the other Territory DCIO Specialists
- Maintain key relationships with Advisors, all Channel Home Office relationships and our Home Office Managers, Desk, Platform and External Distribution Sales Force

Witman Pension Consulting
Partner
01/2013 – 5/2015

Third Party Administration Firm – Qualified Plan and Defined Benefit Administration

- Work with Financial Advisors, Retirement Wholesalers and TPA Relationship Managers in developing Qualified Retirement Plan Design and Administrative Services.
- Close all types of Qualified Plans for Advisors – work in securing platform and guiding in the Plan Design, Implementation, Platform and Investment choices.
- Continue to solidify my Advisor Contacts locally and nationally in all channels.

National Director of Sales and Marketing - Director/Trustee MEP Sponsor, Inc. 4/2011 – 04/2012

Qualified Plan, MEP, 403(b) and 3(16) Third Party Administrator with offices in Atlanta, Tampa, Jacksonville and Las Vegas.

- Travel extensively between Atlanta, Fort Lauderdale, Tampa and Jacksonville offices.
- Relationship development with Financial Advisors, Centers of Influence (DCIO wholesalers), Home Office Retirement Consultants in the following channels: Wire house, Planner, RIA, Regional and Banks.
- Distribution
- Speak nationwide at regional and national conferences
- Train Advisors and Home Office Support Specialists in reference to Qualified Plans, MEPS and 403(b) plans.
- Integral in facilitating relationships and solidifying DCS Retirement Group as a premier TPA with: The Hartford, ING, Great West, Hancock and Lincoln Financial Distributors.

Chartered Retirement Plans Specialist - Vice President - Retirement Plan Consultant

8/2004 to 4/2011 OppenheimerFunds, Inc., New York

- Territory - Florida, Georgia and Puerto Rico
- Combined DCIO and platform sales of over $1,700,000,000 with 75% attributed to DCIO and 25% turnkey
- Relationship development with Financial Advisors to utilize my Turnkey and Non-Turnkey Retirement Solutions
- Close Qualified Business for Advisor - Coach in sales process and technical issues surrounding the sale and provide plan design.
- Bring timely Qualified Retirement Information to Financial Advisors and Third-Party Administrators to develop and close sales opportunities.
- Speak locally and nationally to firms on Qualified Plan and Tax Benefit Solutions
- Train Financial Advisor's in the field on how to prospect and close Qualified Plan Business
- Responsible for 6 Mutual Fund Wholesaler Regions.
- Accomplishments: Integral in landing SunTrust Preferred Partner Program. Developing Marketing and Training information on Alternative Plan Design. Getting a platform approved for distribution in Puerto Rico. Creating a Retirement Plan Consultant Steering Committee.
- Implement and started a focused Retirement Specific Cluster Meeting rotation in key cities in the Southeast Territory

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- Develop a Team approach to develop the Southeast Territory and build a model for year over year lift and success in the Southeast – share this with the other Territory DCIO Specialists
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Senior Vice President - Southeast Regional Retirement Plan Manager
8/1999 - 8/2004 J & W Seligman Advisors, Inc., New York

- Generating Retirement Plan sales for Wire house, Regional, Planner, RIA and Banking channels
- Training and promoting training programs, sales ideas and strategies to Financial Advisors
- Extensive travel - 15 State Region
- Developed "First to Call" marketing concept for Merrill Lynch Offices. Of the 60+ Seligman ML Connect Plans sold in 4th quarter 2003 - My region accounted for 75% of the plans sold.
- Responsible for a Team of 5 Regional Wholesalers
- Accomplishments: Top Region - Received Top Specialist Award and Seligman Wholesaler of the Year Awards.
- Utilize a Consultative approach with existing Advisors, potential Advisors and Producers
- Create sustainable business plan with field RVP's and their Internal RVP's to double the coverage in the Southeast Territory
- Create and implement a "First to Call" program with all Top Retirement Producers and Home Office Staff in all channels
- Implemented a mentoring program with my DCIO peers to discuss best practices, sales ideas and how to work with Home Office Internal and External Wholesalers – bi-weekly conference call schedule
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President

1988 - 1999 - Witman Investment Consulting, Inc. Fort Lauderdale

- Financial Planning and Retirement Consulting Firm
- Estate Planning and Marketing
- Asset Allocation Modeling
- Consulting Services for outside firms and Advisor's
- Accomplishments: Ran for 10 years and sold firm

Professional	Life and Variable Annuity licensed Florida
	CRPS – Chartered Retirement Plans Specialist
	AIF – Accredited Investment Fiduciary
International Service	Chairman Rotary Youth Exchange Florida – Georgia
	NAYEN (North American Youth Exchange Network) – Region 5 Committee and Board Member