

Kristin Shofner

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Kristin Shofner is senior vice president and sales relationship manager for the Institutional Client Group within Fidelity Institutional®. Fidelity Institutional is a division of Fidelity Investments that offers investment insights, strategies, and solutions, as well as trading services to a wide range of wealth management firms and institutional investors. Fidelity Investments is a leading provider of investment management, retirement planning, portfolio guidance, brokerage, benefits outsourcing and other financial products and services to institutions, financial intermediaries, and individuals.

In this role, Ms. Shofner leads the development of relationships with public pension plans.

Before joining Fidelity in 2013, Ms. Shofner was a director of Institutional Sales and Marketing at Lord, Abbett & Co. LLC since June 2003. Her previous positions include serving as a manager of Institutional Sales and Client Services from 2000 to 2003 and as a manager research associate from 1998 to 2000 at Asset Strategy Consulting, later acquired by InvestorForce. She has been in the financial industry since 1998.

Ms. Shofner earned her bachelor of arts degree in history and sociology from the University of California at Santa Barbara, where she ran Division I Cross Country and Track & Field. She was also a member of our United States Ekiden Relay Team in China and ran in the US Olympic Trials Women's Steeplechase in Atlanta. She also holds the Financial Industry Regulatory Authority (FINRA) Series 7 and 66 licenses.

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