

Josh Binford, CFA, CFP

Vice President, DCIO Sales
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Josh Binford is a vice president of DCIO Sales in the Institutional Client Group at Fidelity Institutional® (FI). 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, Mr. Binford is a member of the Defined Contribution Investment Only (DCIO) division and is responsible for the distribution of Fidelity's asset management capabilities through advisors, advisory firms, and recordkeepers that are focused on servicing the defined contribution market. He supports his clients by representing Fidelity's investment capabilities, investment thought leadership, capital markets perspectives, investment analytics, and retirement thought leadership. Mr. Binford joined Fidelity in 2025 and has been in the institutional wholesaling business since 2017.

Prior to Fidelity, Mr. Binford held DCIO sales positions at Invesco and Dimensional Fund Advisors. He began his career in the defined contribution market as a retirement plan consultant with Lockton Retirement Services, where he served as advisor to plan sponsors throughout the Southeast.

Mr. Binford earned his bachelor of arts degree in economics from the University of Kentucky. He holds the Chartered Financial Analyst (CFA®) and Certified Financial Planner (CFP) designations and holds the Financial Industry Regulatory Authority (FINRA) Series. 6, 7, and 63 licenses.

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