

# JYOTI AGGARWALA

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## SUMMARY

Financial services professional with eighteen years of finance and institutional sales experience. Skilled marketer of alternative investment products to the global investing community. Experience with US and emerging markets; private and public equities. Proven track record of tapping into new markets for capital, and developing long-term relationships for clients and the firm.

## WORK EXPERIENCE

- 2005-Present     **DEVI CAPITAL GROUP**     New York, NY  
*Founder*
- Alternative Asset advisory and consultancy firm with a geographic focus on India. [www.devicapital.com](http://www.devicapital.com)
- 1999-2005     **THOMAS CAPITAL GROUP**     New York, NY  
*Managing Director*
- Responsible for international institutional marketing efforts in Asia, Australia, Middle East & Europe; and Northeast institutions in the US.
  - Participated in new business development
  - Managed branch office in NY
  - Organized LP/GP networking events
  - Speaker at leading conferences
- 1997-1998     **NOMURA SECURITIES INTERNATIONAL, INC.**     New York, NY  
*Vice President, Asian Equity Sales*
- Responsible for distribution of South Asian equity and equity-linked securities to Nomura's U.S. institutional client base. Also managed a number of accounts active in South East Asian Markets.
- 1994-1996     **PEREGRINE BROKERAGE INC.**     New York, NY  
*Vice President, Asian Equity Sales*
- Initiated coverage of Indian equity sales for Peregrine's U.S. client base, grossed over \$1.0 million in calendar 1995, up 200% over the previous year. Ranked number four in the 1995 Greenwich Survey for India sales.
  - Marketed equity research, country funds, derivatives, convertible bonds and primary offerings from Peregrine's ten Asian offices across the U.S. client base. Organized client visits with companies in Asia, including India, Bangladesh, Philippines, Thailand, and Hong Kong.

- 1989–1993     **LADENBURG, THALMANN & CO. INC.**     New York, NY  
*Equity Analyst*
- Established research coverage on a number of small to mid-sized U.S. companies within a broad spectrum of Industry groups including, textile, apparel, and retail.
  - Managed private client accounts as a registered representative.
  - Designed and implemented information databases for monitoring the performance of the research department’s recommendations.
- 1988–1989     **KAMDIN DESIGNS**     New York, NY  
*Consultant*
- Developed and implemented marketing strategy for family business importing custom designed floor coverings.
- 1987-1988     **MOYNIHAN COMMITTEE**     New York, NY  
*Campaign Representative*
- Raised funds for Senator Moynihan’s 1988 Campaign.

## **EDUCATION**

- 1985–1987     **BENTLEY COLLEGE**     Waltham, MA
- M.B.A., Masters in Business Administration, Finance.
  - Graduate Assistant to Professor of Economics.
- 1982-1985     **DELHI UNIVERSITY**     Delhi, India
- B.A. (Honors), Bachelor of Arts in Economics.

## **ADDITIONAL INFORMATION**

Series 7, 24 & 63 registered. Assistant Treasurer of Co-op Board. Fluent in Hindi, Punjabi, Urdu & proficient in Italian.