PATRICK C. GREGORY, CFA

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PROFILE

- Dynamic, engaging, and dedicated instructor with twenty years' experience teaching graduate, undergraduate, and executive education courses in finance
- Demonstrated success in curriculum development and proponent of hybrid and fully online teaching modalities designed to meet the needs of today's students
- Extensive professional experience as a Security Analyst and Portfolio Manager
- Co-author of *Why Stocks Go Up and Down*
- CFA charterholder and member of the Board of Directors for CFA Boston

EXPERIENCE

BABSON COLLEGE, Wellesley, Massachusetts 8/2015 – Present

Managing Director, Stephen D. Cuter Center for Investments and Finance

- Determine the strategic direction for the Cutler Center
- Create and manage experiential learning programs designed to enrich the student learning experience
- Host thought leadership forums designed to increase the visibility of finance at Babson, engage alumni, and provide networking opportunities for students
- Initiate and execute strategic partnerships with leading professional organizations such as the CFA Institute and Bloomberg
- Provide leadership in fundraising by working with Advancement and the President's Office; recently secured a $1 million commitment for the expansion of the Cutler Center and a $500,000 commitment to expand our programming and events
- Responsible for the Cutler Center Advisory Board, which includes trustees, overseers, and high-profile members of the finance community
- Manage the Cutler Center staff and the budget process

Faculty Director, Babson College Fund

- Direct the Babson College Fund, a two-semester program for undergraduate and graduate students who manage a $3.7 million of the College's endowment
- Identify and coordinate the efforts of our executives in residence who serve as mentors for students in the program
- Oversee Babson's team in the CFA Equity Research Challenge; the 2017 and 2019 teams won the Boston competition, placing them in the top 10% of more than 5,000 students that participated worldwide

Associate Professor of Practice, Finance Division

- Teach graduate and undergraduate courses in Financial Management, Financial Markets & Instruments, Capital Markets, Equity Investments, and Investments
- Actively participate in Division and College-wide initiatives including FinTech and Sustainable Finance
- Member of the Board of Trustees Investment Committee (2017-Present), Member of the Babson College Retirement Program Investment Committee (2022-Present), Finance Division's representative on Faculty Senate (2015-16), and course coordinator for FIN7200 BL Introduction to Financial Management
- Counsel students on career paths, interviewing skills, resume preparation, and networking

GREY WOLF ADVISORS, North Andover, Massachusetts 10/2016 – Present

Managing and Founding Principal

- Provide investment and financial advisory services to corporations, family offices, and high net worth clients

FM GLOBAL, Waltham, Massachusetts 1/2007 – 8/2015

Portfolio Manager

Integral member of an investment team managing a $7 billion global equity portfolio

- Manage ~$1.3 billion in healthcare and TMT-related securities
- Perform detailed fundamental research on companies in coverage universe, which encompasses Advertising, Biotechnology, Broadcasting and Cable, Healthcare Services, Internet Software & Services, Life Sciences, Media, Medical Devices and Diagnostics, Pharmaceuticals, and Telecom
- Source investment ideas through equity screening, conversations with portfolio companies and their competitors, and attendance at investment conferences and analyst luncheons
- Evaluate the attractiveness of securities based on an assessment of management quality, industry and company fundamentals, valuation, and upcoming catalysts
- Provide actionable insights using a consistent, disciplined valuation approach that has resulted in strong performance with low turnover
- Work collaboratively with team members to construct a value-biased, risk-controlled portfolio
- Perform daily portfolio management tasks including risk budgeting, asset allocation, and trading
- Rebalance holdings across sub-sectors, market cap ranges, and geographies as needed
- Responsible for the selection, sizing, and oversight of $800 million allocated to third-party managers

Senior Equity Analyst

- Recruited to perform bottoms-up fundamental research of securities in designated industries
- Drafted quarterly earnings reports and reviewed corporate news/events
- Constructed detailed valuation models used to evaluate important pipeline assets, estimate the company's intrinsic value, and assess market expectations
- Fostered relationships with company management, sell-side analysts, and industry experts to gain insights into the trends/themes impacting the coverage universe
- Communicated recommendations, emphasizing the key drivers of stock performance over our holding period

KAPLAN-SCHWESER, La Cross, Wisconsin 1/2010 – Present

Lead Instructor and Coordinator

- Coordinator and Lead Instructor for Kaplan Schweser's Chartered Financial Analyst® (CFA®) programs in Boston, which are offered in partnership with CFA Society Boston
- Teach in-house programs at firms such at Fidelity, Wellington Management, and T. Rowe Price
- Teach 3-day seminars in select cities across the country covering the entire Level II curriculum, which includes Ethics, Quantitative Methods, Economics, Financial Reporting and Analysis, Corporate Finance, Equity Investments, Fixed Income, Alternative Investments, Derivatives, and Portfolio Management
- Conduct workshops for investment professionals interested in the CFA program, which are hosted by CFA Society Boston and held at Wells Fargo and Putnam Investments

Instructor

- Teach in the weekly programs for Levels II and III offered in Boston by CFA Boston
- Teach in-house programs offered by firms such as T.Rowe Price
- Taught a 3-day seminars in select cities across the country

BENTLEY COLLEGE, Waltham, Massachusetts 1/2008 – 5/2011

Adjunct Assistant Professor of Finance

- Designed the course curriculum, aided student understanding and comprehension, and assessed student proficiencies in for Advanced Investments and Advanced Portfolio Theory & Practice.

BENTLEY COLLEGE, Waltham, Massachusetts 4/2001– 1/2007

Managing Director, Hughey Center for Financial Services

- Managed the Trading Room staff and provided strategic direction for the Center's research and teaching activities; awarded the *Davis Fellowship*
- Advised the Bentley Investment Group, a $500,000 student-managed equity fund
- Conducted research on the effectiveness of investment strategies utilizing various data feeds and analytical tools; routinely presented work at professional conferences, symposiums, and seminars
- Coordinated programs in trading, investment research, and portfolio management; increased student utilization from 250 to 550 students per week while increasing the number of integrated courses from 15 to 31
- Taught graduate and undergraduate courses in Advanced Investments, Portfolio Theory and Practice, Enterprise Risk Management, Insurance and Risk Management, Financial Markets, and Integrated Business Functions; mean teaching evaluation: 4.71/5.00
- Developed and maintained relationships with corporate partners, including a Premier Partnership with NASDAQ
- Oversaw the operating budget; championed cost reduction initiatives contributing to more than $4 million in savings
- Conducted interactive tours and trading simulations for faculty, staff, students, and visitors
- Administered the New England Tech Stock Index

While working at Bentley, I provided investment consulting for high net worth individuals, institutions, and endowments

- Coordinated the development of strategic and tactical asset allocation strategies
- Developed, back-tested, and implemented multi-factor models used to identify investment opportunities for clients
- Constructed multi-asset class portfolios for various investment styles and risk profiles
- Utilized derivative securities to modify allocations, mitigate risks, and enhance returns
- Worked with various institutions to develop or re-design their investment research centers

BENTLEY COLLEGE, Waltham, Massachusetts 8/2001 – 8/2006

Academic Director for Wall Street 101

- Directed a one-week, residential program for high school students interested in investments
- Designed the curriculum that leveraged the analytical tools of the Trading Room, taught modules in equity screening, security analysis, and portfolio optimization, oversaw the program staff, and coordinated the efforts of outside speakers

BENTLEY COLLEGE, Waltham, Massachusetts 9/1998 – 3/2001

Director, Graduate Programs in Finance

- Coordinated the development of the Master of Science in Global Investment Analysis (MSGIA) program and redesigned the curriculum for the Master of Science in Finance (MSF) program; both programs received AACSB accreditation
- Taught undergraduate courses including Managerial Finance, Introduction to Financial Planning, Advanced Topics in Financial Planning, and Risk Management and Insurance; received the *Innovation in Teaching Award* and was recognized as a "Key Professor" in *Business 2.0*

BENTLEY COLLEGE, Waltham, Massachusetts 1/1998 – 8/1998

Adjunct Assistant Professor of Finance

- Prepared and presented course lecture materials, wrote and administered exams, and assessed grades for Risk Management & Insurance and Personal Financial Planning. Mean teaching evaluation: 3.47/5.00.

NORTHWEST BANCORP, Warren, Pennsylvania 10/1994-8/1998

Analyst

Recruited from MBA program to participate in the company's Management Training Program

- Fast-track promotions through a series of positions of increasing responsibility and appointed to Corporate Headquarters; promoted one year ahead of peers
- Worked with CFO and investment bankers to administer the initial public offering (IPO); prepared comprehensive investment analyses for inclusion in offering memoranda and delivered sophisticated presentations to potential investors
- Worked with VPs of Commercial Lending and Credit to assess the risk of loans to be sold on the secondary (MBS/CMBS) market
- Conducted bank risk management activities, including the development and testing of models used to estimate asset valuations and to predict returns
- Audited the corporate investment portfolio

PROFESSIONAL DESIGNATIONS

- Chartered Financial Analyst (CFA), 2010-Present
- Certified Risk Manager (CRM), 2003-2008
- Certificate in ESG Investing, 2021-Present
- Master Financial Planner, 1998
- NASD Series 63 and 654 Licenses, 1996

PROFESSIONAL ASSOCIATIONS

- CFA Boston, 2006-Present
- CFA Institute, 2006-Present
- Society of Risk Management Consultants, 2003-2004
- Risk & Insurance Management Society, 2002-2004
- Boston Economics Club, 2018-Present

PROFESSIONAL SERVICE

- Board of Directors, CFA Society Boston, 2020-Present
- Advisor, Changebridge Capital, 2020-Present

PUBLICATIONS

- Gregory, P., *Responsible Investing: ESG in Practice,* October 2021
- Pike, W. and P. Gregory, *Why Stocks Go Up and Down, 4th Edition,* August 2013
- Gregory, P*., Financial Management: A Practical Guide to Value Creation, 1st (June 2004) and 2nd Edition* (July 2005)

MEDIA

- Quoted in Wall *Street Journal, BusinessWeek, Boston Globe, Boston Herald, Boston Business Journal, LA Times, Houston Chronicle, Computer World,* and *Stocks, Futures, & Options, and Yahoo! News*
- Appeared on *CNN, CNBC, Fox News, NECN, WCVB-TV (Boston CBS Affiliate)***,** and *WBZ News (Radio)*

ACADEMIC AWARDS

- Graduate School Excellence in Service Award, 2018
- Cutler Center Fellow, 2015-16
- *Davis Foundation Fellow*, 1999-2000 – The only non-tenured faculty member to receive this award; the platform for my work has been a monthly seminar series designed to help faculty create an enriched classroom experience through the use of evolving technologies
- *Innovation in Teaching Award*, 2003 **–** Received the award for development of the finance module for a 9-credit integrated business course, which incorporated the data feeds and analytical tools available in the Hughey Center for Financial Services and Center for Marketing Technology
- *Masnicki Award*, 2000-2001
- Faculty Grant to develop a graduate level course in Enterprise Risk Management offered to MS and MBA students, Spring 2001
- Summer Salary Stipend, Summer 1998-2006
- Faculty Development Grant to attend professional conferences and executive education programs, Fall 2002, Fall 2003, Spring 2004, Fall 2005
- Summer Research Grant, Summer 2003

TEACHING ACTIVITIES

Graduate Courses

- Babson College
  - FIN 7502 Capital Markets, Spring 2016, Summer 2020, Spring 2021, Spring 2022
  - FIN 7503 Equities Spring 2017, Fall 2018, Fall 2019, Spring 2020, Fall 2020, Fall 2021, Spring 2022, Fall 2022

- FIN 7572 Babson College Fund Fall 2016, Spring 2017, Fall 2017, Spring 2018, Fall 2018, Spring 2019, Fall 2019, Spring 2020, Fall 2020, Spring 2021, Fall 2021, Spring 2022, Fall 2022
    - FIN 7200 Introduction to Financial Management, Summer 2016, Summer 2017, Summer 2018, Summer 2019, Fall 2019
    - FIN 7800 Finance, Fall 2022

- Bentley College
    - FI 710 Enterprise Risk Management, Spring 2001, Summer 2001, Summer 2002, Fall 2002, Winter 2003, Fall 2003, Winter 2004, Spring 2004, Fall 2004, Winter 2005, Fall 2005, Spring 2006, Fall 2006
    - FI 701 Risk Management & Insurance, Summer 2000
    - FI 650 Portfolio Theory & Practice, Spring 2008
    - FI 646 Financial Risk Management, Fall 2001
    - FP 602 Investments (hybrid class), Spring 2004
    - PDS 500 Information Technology Workshop, Fall 2001, Spring 2002, Fall 2002, Spring 2003

Undergraduate Courses
- Babson College
    - FIN 4530 Investments, Fall 2015, Spring 2016, Spring 2020
    - FIN 3650 Financial Markets & Instruments, Fall 2015, Fall 2016, Fall 2017, Spring 2018, Summer 2021, Summer 2022
    - FIN 4520 Babson College Fund Fall 2016, Spring 2017, Fall 2017, Spring 2018, Fall 2018, Spring 2019, Fall 2019, Spring 2020, Fall 2020, Spring 2021, Fall 2021, Spring 2022

- Bentley College
    - FI 398 Advanced Topics in Financial Planning, Summer 1999, Spring 2000, Fall 2000, Spring 2001
    - FI 340 Introduction to Financial Planning, Summer 1998, Spring 1999, Fall 2000
    - FI 327 Insurance & Risk Management, Summer 1998, Spring 1999, Fall 1999, Winter 1999, Summer 2000, Fall 2000, Winter 2001, Spring 2001, Summer 2001, Winter 2002, Summer 2002
    - FI 312 Advanced Investments, Spring 2005, Spring 2006, Spring 2009
    - FI 310 Financial Markets, Winter 2007
    - GB 301 Integrated Business Functions, Fall 2001, Spring 2002, Fall 2002, Spring 2002, Fall 2003
    - FI 270 Managerial Finance, Summer 1998, Fall 1998, Spring 1999, Fall 1999
    - FS 111 First Year Seminar, Fall 1999, Fall 2000

INSTITUTIONAL SERVICE

Academic Appointments
- Babson College
    - Managing Director, Stephen D. Cutler Center for Investments and Finance, 2017-Present

Department Service
- Babson College
    - Faculty Director, Babson College Fund, 2016-Present
    - Course Coordinator, FIN7200 BL Introduction to Financial Management, 2017-2019
    - Faculty Director, Stephen D. Cutler Center for Investments and Finance, 2016
    - Member, Faculty Senate, 2015-16
    - Fellow, Stephen D. Cutler Center for Investments and Finance, 2015-16
- Bentley College
    - Managing Director, Hughey Center for Financial Services, 2001-2007
    - Director, Graduate Programs in Finance, 1999-2001
    - Director, MSF Program, 1998
    - Academic Director, Wall Street 101, 2001-2006
    - Course Coordinator for FI270 Managerial Finance, 1998-1999
    - Course Coordinator for the finance module of GB301 Integrated Business Functions, 2002-2005
    - Department Curriculum Committee, 2000-2006
    - Department Service Committee, 2003
    - Faculty Advisor, Graduate Finance Association, 1998-1999

College Service
- Babson College
    - Faculty Representative, Board of Trustees Investment Committee (Spring 2017 – Present)
    - Faculty Representative, Babson College Retirement Program Investment Committee (Summer 2022 – Present)
    - Member, Classroom Advisory Council (2020 – Present)
    - Cohort Mentor, Online Teaching Training Program (2020)
    - College representative, CFA Institute University Affiliation Program (December 2017 – Present)
    - Mentor, Blended Fellows program (2018 – Present)
    - Member, President’s Task Force on Ecosystem Engagement (2019)
    - Faculty representative, Babson Connector project (Spring 2017 – 2019)
    - Member, Collider Space Advisory Group (2017 – 2019)

- Member, Learning Management System Evaluation Committee (2018 – 2019)
- Member, Centennial Planning Committee (2018 – 2019)
- Member, Faculty Hybrid Learning pilot program (2018 – 2019)
- Member, Corporate Advisory Council (2017)
- Moderator, Sustainable Investing panel at the 2016 Babson Investment Management Conference

- Bentley College
  - "Analyzing Emerging Markets: What Do You Look for?", Presentation to the Armenian-American Business Council, Spring 2003.
  - "Maximizing Portfolio Return in a Declining Market," Presentation to the Financial Planning Association, Spring 2003.
  - "Alternative Risk Strategies," Seminar for the Association of Government Accountants, Spring 2003.
  - "Alternative Risk Transfer: The New Paradigm in Risk Management," Seminar for Alumni Relations' Professional Development Series, Spring 2002.
  - "Building the Bridge to Your Financial Future," Seminar series for Bentley employees designed around the College's 403(b) plan, Spring 2000.

TECHNICAL SKILLS

- **Investment**: Bloomberg, FactSet, Thomson-Reuters EIKON, Datastream, Starmine, Capital IQ, Mergent Horizon, BARRA, Northfield, and Morningstar
- **Statistical**: MatLab, Stata, Excel, Visual Basic, and Crystal Ball

EDUCATION

UNIVERSITY OF CHICAGO
Advanced Certificate in Risk Management 10/2002

BENTLEY UNIVERSITY
Master of Science (MS), 8/1998
Honors Graduate GPA: 3.7/4.0

ST. BONAVENTURE UNIVERSITY
Master of Business Administration (MBA), 12/1994
Honors Graduate GPA: 3.8/4.0

INDIANA UNIVERSITY OF PENNSYLVANIA
Bachelor of Science (BS), Finance, 5/1993
Double Major: Finance & Accounting

REFERENCES

Available upon request