**MICHAEL EASTWOOD**

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**EXPERIENCE**

2012 - Present **Jefferies, Director of Americas Equity Research** New York, NY

Manage 200+ research professionals across the US covering 1,300 stocks. The role involves setting of strategic direction; broadening of diversity; liaison with Investment Banking and Sales and Trading; budgeting; hiring; performance reviews; compliance and legal matters; promotion, training and development and compensation. The number of ranked II analysts has doubled since 2012 and the US ranking has increased from #17 to #8. Duties also include management of Corporate Access which organizes 1,000 NDR days and 40+ Conferences/Summits annually. I sit on Jefferies’ Pension Scheme Board and act as the Senior sponsor for our LGBTQ+ Employee Resource Group.

2009 –2012 **Morgan Stanley, Director of US Fixed Income Research** New York, NY

Oversaw a re-build of content / operations of analysts & strategists assessing Fixed Income securities including Munis, CMBS, ABS, Rates, Forex, High Yield & Investment Grade Credit. Managed global economics / macro / strategy teams.

**Associate Director of US Equity Research** New York, NY

Managed Morgan Stanley’s US Healthcare, Energy, Commodities, Utilities, Industrial and Materials Research teams, assisting them with strategy, research content and Corporate Access. Built structures to assess quantitative and qualitative impact of content.

**Head of US Corporate Access** New York, NY

A 10-member team originating 1,000+ NDR days and running 40+ conferences and summits.

1999 – 2009 **Morgan Stanley, pan-European Chemical Research Analyst** London, UK

Covered 20+ European chemical / healthcare / industrial gas / agrochemical companies assessing the valuation of securities and their cash-flow, strategy, capital allocation and market positioning. Ranked number 1 individual chemical analyst in the European II survey.

1995 – 1999 **Dresdner Kleinwort Benson, UK Chemical Research Analyst** London, UK

Covered 20+ UK chemical companies. Ranked number 1 analyst in the Extel survey.

1991 – 1995 **National Westminster Bank** London, UK

Retail and investment banking (assessing credit ratings for UK / European corporates).

**EDUCATION**

1986-1990 **Aberdeen, University** Aberdeen, UK

M.A. (Hons) in Political Studies (Politics and International Relations)

1980-1986 **Edinburgh Academy**  Edinburgh, UK

**INTERESTS**

My family, friends, travel, apiculture, gardening, ping pong, reading & running.

I sit on the Advisory Board for The Johns Hopkins Center for Talented Youth, am a Board member and Treasurer for The Speyer Legacy School in Manhattan and am Chairman of SIFMA’s US Directors of Equity Research Group.