

Roach Corp.

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- **Summary:** ([linkedin.com/in/robertgroach](https://www.linkedin.com/in/robertgroach)). Seasoned executive with documented successes as a Chief Compliance Officer, Chief Financial Officer, and Chief Operating Officer. Have raised or transacted over \$640 million in capital primarily to the benefit of startup, early stage and growth companies including debt, private equity, venture capital and Angel funding. Industry experience includes managing operations and/or compliance for Registered Investment Advisors, Registered Investment Companies, and Broker Dealers allowing their owners to focus on growing the business and client relationships. Also possess C-level, capital raising, or investment banking experience with Fulfillment, B to C Services (e-commerce, call centers and marketing) and start-up telecom & technology companies. Have successfully navigated several SEC & FINRA audits acting as the regulators key point of contact. Broad proficiency in management, finance, compliance, investments, business development, vendor management, corporate finance, capital raising, and Board of Directors. Strong interest in Fintech, economic impact opportunities, democratization of investment management opportunities, emerging markets, and growth companies. Skill base includes:
 - regulatory compliance oversight,
 - budgeting,
 - forecasting,
 - cash management,
 - financial reporting,
 - net capital stress tests,
 - FINRA/SEC audits & filings,
 - business development,
 - operations,
 - portfolio management/monitoring,
 - vendor/banking relationship management, and
 - contract negotiation/reviews.

- **Industry Specialization:** Investment management, Investment banking, Corporate Finance, Financial Advisory, Compliance, Fulfillment, Call Center, telecommunications and B to C Marketing.

- **Career Summary:**
 - 2016 – Present – Roach Corp, CFO/FINOP & Compliance consulting services.
 - CEO & Founder
 - Fractional contract Principal, CFO, FINOP, CCO and Business Development services to broker dealers, RIAs, FinTech, and investment funds enabling entrepreneurs to focus on business growth. Client projects include:
 - ✓ Serving as the managing principal, CFO & CCO for a broker dealer active in institutional fund raising resulting in a consistent 7-figure annual income for the owner
 - ✓ FINOP for broker dealers
 - ✓ CCO for an RIA & mutual fund complex reporting to the Board and implementing critical updates to their compliance infrastructure
 - ✓ Establishing new SEC registered RIAs including successful SEC registration, development and implementation of compliance processes and procedures
 - ✓ Successfully established and acquired broker dealers, guiding them through the FINRA NMA and CMA processes
 - ✓ Served as an Independent Trustee and Audit Committee member for a mutual fund.

 - 2017 - 2017 – TriLinc Global, an impact investment firm. Founder
 - COO/CFO
 - Impact investment firm providing term loans and trade finance to SMEs in developing markets including Africa, Latin America and Asia. Supervised a 4-person finance team responsible for maintaining proper

- accounting for the parent company, affiliated fund and several Caymans based special purpose vehicles. Collaborated with executive team in capital raising, structuring new funds, establishing a broker dealer network and compliance.
- ✓ Spearheaded project to modify, update and consolidate comprehensive financial forecast modeling incorporating parent company and affiliated fund(s)
 - ✓ Kick started project to improve finance team and investment operations efficiencies and automate manual processes
 - ✓ Identified strategic new vendors which led to a 2/3s reduction in administrative costs for a new fund
 - ✓ Negotiated agreements with broker dealer partners significantly reducing operating capital needed for fund distribution
- 2016 - 2016 – LR Global, a frontier markets investment manager.
 - CFO for the restart of an investment advisory firm focused on frontier and developing markets
 - Overhauled the financial books of the firm and provided accurate financial reporting to the Partners and Board of Directors. Reviewed and reported to Board on prospective emerging markets transactions. Identified and led negotiations to acquire a FINRA-licensed broker dealer. Managed the financial due diligence process for potential investors in affiliated funds. Implemented a new financial accounting/record keeping system. Performed acquisition due diligence on a London & Nigeria based company on behalf of a private equity firm. Key participant in implementing the set-up and staffing of a London office.
 - 2012 - 2016 – AmericaFirst Capital Management, a mutual fund family investment manager.
 - Chief Compliance Officer
 - Improved the compliance infrastructure for a SEC registered investment adviser/manager to mutual funds and implemented their reorganization growth plan. Controlled the compliance, legal and many operational aspects of the RIA and affiliated mutual fund ('40 Act). Conducted comprehensive 38a-1 compliance reviews, AML training and annual compliance meetings. In addition, drafted 15c reports, Form ADV updates, Board of Trustee quarterly reports (key Board liaison) and 13F filings.
 - ✓ Drove the reorganization of the mutual fund complex from a series trust into a new, '40 Act, standalone trust allowing for management control of the funds' future direction
 - ✓ Presided over new key vendors resulting in reduced fund operating costs and vastly improved fund compliance performance within the financial constraints of the firm
 - ✓ Guided the successful SEC approval and launch of a new mutual fund
 - 2012 – 2016 - AmericaFirst Securities, a broker dealer.
 - Key managing principal (Series 24 & 28) for the broker dealer subsidiary of AmericaFirst Capital Management. Successfully led the firm through the FINRA approval process for both change of control, expansion of approved businesses (CMA), as well as managing FINRA audits. Developed and implemented financial, compliance and operations processes, procedures and infrastructure. Oversight for B/D activities of a nationwide network of fund wholesalers while managing monthly FOCUS filings, staff supervision, accounting, monthly closings, financial forecasts, financial reporting, budgeting, AML, KYC, vendor management and compliance oversight.
 - ✓ Acquired the broker/dealer and established a Unit Investment Trust business allowing parent company to both control its distribution and diversify its revenue base
 - ✓ As FINRA liaison, successfully obtain approval for a major new business initiative despite financial and staffing constraints
 - ✓ Established operations infrastructure for a Unit Investment Trust business which led to an additional \$19 million of AUM for the parent company
 - 2003 - 2012 – Nile Capital/Nile Capital Management, a mutual fund manager and broker/dealer.
 - COO, CFO & CCO, Nile Capital Management.
 - Co-founded and established the operating, compliance and distribution infrastructure for an Africa-focused mutual fund company and registered investment advisor. From 2009, managed the compliance, operations and financial functions for the firm and '40 Act fund.

- ✓ Led the registration approval process for the SEC registered investment advisor and affiliated mutual fund on time and under budget
 - ✓ Improved business development effort implementing a wholesale distribution infrastructure achieving selling agreements with several broker dealer platforms despite the fund's small size and limited track record
 - ✓ Selected and managed outsourced partners/vendors
 - ✓ Conducted 38a-1 and marketing collateral compliance reviews
 - ✓ Managed SEC filings and audits
 - ✓ Financial duties included accounting, financial forecasting/planning, budgeting and capital raising
- Managing Director, CFO & CCO, Nile Capital.
 - Registered Principal, CCO and CFO/FINOP of an investment banking boutique focused on capital raising, private placements, M&A and corporate finance advisory (Member, FINRA) from 2003 to 2011. Also supervised MCC Securities investment banking operations from 2004 to 2009 under contract. Identified, sourced and closed new clients and transactions. Managed a team of investment banking professionals while overseeing finance and compliance responsibilities.
 - ✓ Sourced \$300 million equity financing for a start-up reinsurance company (Ability Re)
 - ✓ Recruited and led a team of transaction professionals on both the East and West coasts
 - ✓ Directly led corporate finance opportunities in financial services, telecom, technology, medical equipment and pharma
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- Prior career experience includes:
 - (1999-2002) COO & CFO of Fulfillment Plus, a fulfillment and telemarketing company that grew from \$9 MM to \$43 MM in revenue under my watch.
 - (1996 – 1999) Managing Director, CFO & CCO of RGG Capital, a FINRA licensed broker-dealer focused upon raising capital and providing corporate finance services primarily to early-stage telecommunications and technology companies.
 - 1983 – 1993 – Active in banking as well as structuring and underwriting private placements and LBOs with First Chicago, Travelers Insurance, GE Capital, and US West Financial Services.
- **Education & Certifications:** Certificate in Fintech Revolution: Transformative Financial Services and Strategies, University of Pennsylvania/Wharton Executive Education. MBA in Finance, University of Chicago Booth School of Business. BA in Economics, Dartmouth College. FINRA Series 7, 24, 28, 66, 79, 87, & 99.
 - **Commute:** Live in Newton, MA. Open to relocation.