

## Juan Pablo Zamorano P'22 – Colgate-Palmolive



Juan Pablo Zamorano is President of the North America Division at Colgate Palmolive. He is responsible for the Strategic Direction and performance of Colgate's businesses in the US and Canada. He was promoted to this role in 2016 and was elected a Corporate Officer in January 2017.

Prior to his current role, Mr. Zamorano served Colgate in Multiple positions, including: Vice President and General Manager for Colgate

Mexico, Vice President Marketing for Colgate US, Vice President and General Manager Global Home Care, Vice President and General Manager for Colgate China, General Manager for Colgate Hong Kong, and Marketing Director for Colgate Central America.

Originally from Colombia, Mr. Zamorano and his family have spent 20 years living abroad in the US, China, Mexico, Hong Kong SAR, and Guatemala.

Mr. Zamorano holds a Bachelor's degree in Industrial Engineering from Pontificia Universidad Javeriana and a post-graduate degree in Marketing from the Instituto Colombiano de Educacion Superior, both in Colombia.



Middlebury College  
*Center for Careers and Internships*

## Internships, Jobs, and Careers in Finance Fall Family Weekend 2018

### *Panelist Biographies*

### Elizabeth Chow P'21, P'22 – CIFIC Asset Management



Elizabeth Chow serves as Managing Director and Co-Head of Investment Research at CIFIC Asset Management. She has 28 years of experience in corporate lending. Prior to joining CIFIC in 2005, Ms. Chow spent 15 years at J.P. Morgan where she began her banking career and where she received her credit training.

At J.P. Morgan, Ms. Chow was a Managing Director in the Global Syndicated Finance group where she underwrote and distributed bank loan financings. Her experience at J.P. Morgan also included managing the firm's Asia-Pacific Global Syndicated Finance platform based in Hong Kong.

In between her undergraduate and graduate studies, Ms. Chow spent two years teaching English at Beijing Normal University and working for American oil company Atlantic Richfield in Beijing, China. Ms. Chow holds a BA from Smith College (where she studied French and Chinese Language and Literature) and an MBA from The University of Chicago Booth School of Business.

## Louisa Ritter P'22 – Pisces, Inc.



Louisa Ritter has served as President of Pisces, Inc., a multi-billion dollar asset management firm, since 2016.

Previously Ms. Ritter worked at Goldman Sachs for 14 years, most recently serving as Managing Director in the Executive Office and President of Goldman Sachs Gives. Under Ms. Ritter's leadership, GS Gives granted approximately \$200 million per year directly to 3,000 charities in over 40 different countries. For 12 years prior to leading GS Gives, Ms. Ritter ran various businesses for

Goldman Sachs, including serving as the COO of the West Coast Investment Banking Group and Chief of Staff of the Global Technology, Media and Telecomm Investment Banking group. Under Louisa's watch, the West Coast grew from a team of 60 professionals generating \$425M in revenues, to 150 professionals generating over \$1B.

Prior to Goldman Sachs, Ms. Ritter spent 10 years at Montgomery Securities, which ultimately became Banc of America Securities. She provided financing and mergers & acquisitions services to growth companies, primarily in the consumer sector and was also a founding member of the Private Equity Coverage Group. When Nations Bank bought Montgomery and then Bank of America, she was named Co-COO of the newly announced Global Corporate & Investment Banking Group, and for two years she worked on the architecture and implementation of the merger of the Corporate and Investment Banking businesses from the three entities (MS, NB and BofA) to form BofA's universal banking platform, comprised of 900 professionals.

Ms. Ritter has a BA from Yale and an MBA from Stanford. Ms. Ritter is a member of the board of CO2 Sciences and Marin Academy. She is also a member of the West Coast Leadership Council for the Center for Reproductive Rights. She has previously served on the boards of St. Luke's School, The Hamlin School, and the Management Board of the Stanford Graduate School of Business. She has three children in college, the youngest of whom is a first year at Middlebury.

## Ram Sundaram P'20 – Goldman Sachs



Ram Sundaram is Global Head of Structured Credit Trading and Co-head of FICC Emerging Markets Latin America and EMEA Trading. He is Co-chair of the GS Bank Capital Committee and serves on the Firmwide Investment Policy Committee, Firmwide Finance Committee, Growth Markets Executive Group, GS Bank Management Committee and Securities Division Executive Committee. He also serves as a senior managing director champion for the Securities Division for the Disability Interest Forum. Mr. Sundaram joined Goldman Sachs in 2001 as a Vice President and was named Managing

Director in 2005 and Partner in 2008.

Prior to joining the firm, Mr. Sundaram worked at Morgan Stanley for six years and at Merrill Lynch for two years. Mr. Sundaram serves as Co-Chair on the Board of Directors of the Child Mind Institute.

Mr. Sundaram earned a BTech from the Indian Institute of Technology in Madras and an MBA from the University of Rochester.

## Thomas Weisel P'22 – Stifel Financial Corporation



Thomas Weisel is currently Co-Chairman of Stifel Financial. Mr. Weisel was previously Founder (1988), Chairman and CEO of Thomas Weisel Partners Group which he sold to Stifel Financial in 2010. Prior to TWPG, Mr. Weisel was the Founder (1971) and Chairman of Montgomery Securities which he sold to Nations Bank (Bank of America) in 1997.

Mr. Weisel has been on the U.S. Ski & Snowboard Foundation since 1977 and was the Chairman from 1983 through 1994. He was inducted into the U.S. Ski Hall of Fame in 2018. He founded and is the current Chairman of the USA Cycling Foundation Board. He also serves on the Board of Trustees of the Museum of Modern Art in San Francisco. Thom graduated from Stanford University with distinction and honors in Economics and obtained his MBA from Harvard.