

Darren A. Williams, CFA

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EXPERIENCE

- 2006 – Present **Martin & Company Investment Counsel** **Knoxville, TN**
Assistant Vice President and Equity Analyst
- Led the development and co-manage Martin & Company's small-cap investment management strategy, a small-cap value strategy with \$10 million in assets. Evaluate securities held and potential investments in small-cap portfolios by placing considerable emphasis on quantitative factors such as book value, earnings power, and return on capital as well as qualitative factors such as competitive position and barriers to entry.
 - Co-manage Martin & Company's opportunity strategy, a multi-cap investment strategy constructed of both value and growth stocks. Strategy is managed using both top-down trend identification and bottoms-up fundamental research.
 - Analyze equities and make strategy recommendations for Martin & Company's large-cap core equity strategy, which has assets of over \$200 million
- 2000 – 2006 *Equity Analyst*
- Performed fundamental security analysis, prepared research reports, and made strategy recommendations for Martin & Company's core equity and opportunity strategies
 - Communicated the firm's investment strategies with consultants and clients through presentations and the writing of Martin & Company's quarterly investment commentary
- 1999 – 2000 *Equity Analyst Intern*
- 01/11 – Present **University of Tennessee** **Knoxville, TN**
Instructor
- Teach Finance 495: Investment Fund Management, an upper-level undergraduate course in which the students manage a \$250,000 portfolio of common stocks on behalf of the Tennessee Valley Authority and compete in the TVA Investment Challenge
- 08/10 – 12/10 *Instructor*
- 08/08 – 05/09
- Taught Finance 425: Investment and Portfolio Management, an upper-level undergraduate course in investments which focuses on the fundamentals of investments
- 1998 – 1999 **IPS Advisory, Inc.** **Knoxville, TN**
Intern
- Developed marketing materials and presentations used to promote the IPS Millennium and New Frontier Mutual Funds

EDUCATION

- May 2000 **University of Tennessee, Knoxville**
B.S. in Business Administration; Major in Finance
GPA 3.84/4.00
Activities: President of the Financial Management Association, TVA Investment Challenge
- May 1999 **B.S. in Biochemistry**
GPA: 3.83/4.00

DESIGNATIONS

- September 2002 Awarded the designation of Chartered Financial Analyst

LEADERSHIP

- 2006 – 2010 **Knoxville CFA Society**
Vice President
- Assisted in the coordination of society speakers, including Dr. Marc Faber
 - Developed marketing strategies (brochures, promotional materials, etc.) to promote the Knoxville CFA Society and the CFA Institute
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