

# Darren A. Williams, CFA

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## EXPERIENCE

- 2012 – Present     **Martin & Company Investment Counsel**     **Knoxville, TN**  
*Vice President and Portfolio Manager*
- Serve as portfolio manager for accounts with over \$100 million in assets under management
  - Co-manage Martin & Company's small-cap strategy, a value investment strategy that emphasizes 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
- 2006 – 2012     *Assistant Vice President and Equity Analyst*
- Led the development of Martin & Company's small-cap investment management strategy
- 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*
- Finance 495: Investment Fund Management, an upper-level undergraduate course in which students manage a \$450,000 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     • Finance 425: Investment and Portfolio Management, an upper-level undergraduate course 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

- 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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