

Biography



Tom Hoops

Head of Business Development

Mr. Hoops joined Legg Mason as Head of Business Development and a member of the firm's Executive Committee in January, 2014. He joined Legg Mason from Wells Fargo Asset Management, where he was Head of Affiliated Managers, with responsibility for the growth and profitability of \$115 billion in assets under management across affiliated investment firms with expertise in alternative investments, quantitative strategies, and specialty asset classes.

In his role as Head of Business Development at Legg Mason, Mr. Hoops is responsible for leading the Firm's Mergers and Acquisitions and global product development, working with the executive team, investment affiliates and global distribution.

Prior to joining Wells Fargo Asset Management, Mr. Hoops served as Chief Operating Officer at Evergreen Investments and Wachovia Global Asset Management based in London and Charlotte. He has also been Director of Corporate Development for Wachovia Corporation and Chief Investment Officer of Wachovia Strategic Ventures. Previously, Mr. Hoops was also Managing Director at a boutique investment bank which specialized in M&A advisory for emerging growth and middle-market companies and their owners. He began his career as a credit analyst at First Union National Bank in Charlotte.

Mr. Hoops has a B.S. in Computer Science and Economics from Duke University, a J.D. from the University of North Carolina, School of Law and an M.B.A. from the Kenan-Flagler Business School at the University of North Carolina, Chapel Hill.

Mr. Hoops also holds the Chartered Financial Analyst (CFA) designation and is a member of the North Carolina Bar Association and the Bar of the Supreme Court of the United States.