

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. In his role as Head of Business Development, Mr. Hoops is responsible for leading the Firm's global product organization, including product strategy, development and management. He is also responsible for the Firm's mergers, acquisitions and strategic investment activities globally.

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.

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.