



EXECUTIVE FORUM '18

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Sanjiv Mirchandani
Fidelity Investments
President, Fidelity Clearing & Custody Solutions

Sanjiv Mirchandani is president of Fidelity Clearing & Custody Solutions, the division of Fidelity Investments that offers a comprehensive clearing and custody platform, trading capabilities and business process and operations consulting to banks, broker-dealers, registered investment advisors, family offices, professional asset managers, strategic acquirers and retirement advisors and recordkeepers. Fidelity Investments is a leading provider of investment management, retirement planning, portfolio guidance, brokerage, benefits outsourcing and other financial products and services to more than 26 million individuals, institutions and financial intermediaries.

Mr. Mirchandani assumed his current position in February 2015 when National Financial and Fidelity Institutional Wealth Services aligned under his leadership. Prior to that, since March 2009, Mr. Mirchandani was president of National Financial. In his current role, Mr. Mirchandani is responsible for leading Fidelity Clearing & Custody Solutions' strategy, which is focused on helping clients grow their businesses via products, solutions and best practices that drive efficiencies across their firms and enhance advisors' productivity.

Mr. Mirchandani joined Fidelity Investments in 1994 and has held several positions, including president of products and marketing for Personal and Workplace Investing, where he was responsible for the management, growth and profitability of Fidelity's consumer products and services for retail and workplace investors. Prior to that role, he acted as executive vice president of brokerage and asset management products within the personal investments business, including Fidelity's retail mutual funds, FundsNetwork, Portfolio Advisory Services, brokerage accounts and retirement, education and healthcare savings products. Before that, he was general manager for the retail retirement business, including contributory IRAs, rollover IRAs, self-employment plans and pre-retiree services. Prior to being named general manager, he was senior vice president of customer segment management, where he was responsible for marketing and improving customer profitability for all of Fidelity's retail customer segments. Mr. Mirchandani began his career at Fidelity as senior vice president of retail market planning, overseeing retail strategy with functional responsibility for market research, database marketing and industry analysis.

Prior to joining Fidelity, Mr. Mirchandani spent six years at the American Express Company as a director of marketing in the consumer card business. He began his career at the Citibank consumer bank, where he worked for three years.



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Mr. Mirchandani received a Bachelor of Commerce degree from the University of Bombay, in India, in 1982 and an MBA from Cornell University in 1984.