

Alumni Achievement Edward Watson'89

With 30 years of financial services experience, Ed is a seasoned financial services executive who has held numerous executive level positions in the United States and Europe. He has been responsible for multiple disciplines and has held positions such as CFO, Treasurer, Head of Operations, Technology and General Services, and has established and run a highly profitable structured products area. Ed has served as a senior executive in firms such as Fannie Mae, Citigroup, Republic NY Securities and BNY Mellon.

Always on the forefront of change, Ed has been a leader in efforts to rationalize and optimize core operations, integrate acquisitions, spin off non-core businesses, lead through crisis and build businesses de novo. In his many years at Citigroup and its legacy companies, Ed built OTC Derivatives Trading capabilities, established a Structured Products Distribution and Trading business. As CFO of Europe, he stabilized the firm's European entity's financial and capital structure during the 1998 Russian default and ensuing financial crisis. Ed was a key member of the due diligence and negotiating team that led to the acquisition of the Schroder's Investment Banking business and he led the integration of the infrastructure. As CFO of Citigroup International, Ed restructured the balance sheet to vastly reduce exposure to Argentina during the Argentine debt crisis and asymmetrical devaluation of the peso. Moreover, as head of Institutional and Retail Operations for Citigroup, Ed streamlined critical operational processes resulting in greater efficiency, higher client satisfaction and reduced risk.

Upon Fannie Mae entering conservatorship during the housing finance crisis, Ed joined the new Fannie Mae management team, as Executive Vice President and Head of Operations, Technology and General Services based in Washington DC. Ed led the efforts to stabilize the company, streamline the infrastructure, establish critical risk functions such as Information Security, Business Continuity and Disaster Recovery while building new capabilities required for the future of the housing finance industry.

Ed is a strong believer in financial and operational transparency and is a practitioner of "outcome based management" where an outcome's success is pre-defined through a robust set of success and decision support metrics to ensure the delivery of an expected and high quality result. Additionally, throughout his career, Ed has built strong teams with an intense focus on talent management, development and diversity.

A native and a longtime resident of Long Island, New York, Ed holds an M.B.A. from Hofstra University and a B.S. in accounting from St. John's University. He is active in his community supporting children's sports programs and charities such as Island Harvest and the local Red Cross. Ed is a founding member and was the first President of Hofstra's Zarb School of Business Alumni Association and has been a guest lecturer at the graduate level. He enjoys spending time with his family and friends and stays involved with the financial services industry through advisory arrangements with various institutions.