

Brown Advisory Hires Joseph Elefante to Lead Institutional West Coast Distribution

SAN FRANCISCO, September 24, 2019 -- Brown Advisory, an independent investment management and strategic advisory firm, announces the appointment of Joseph Elefante as Regional Investment Consultant, covering the West Coast region of the United States. In this role, Mr. Elefante will establish and strengthen relationships with registered investment advisors, regional bank trusts, family offices and financial advisors seeking Brown Advisory's institutional investment management solutions. He joins the intermediary sales team under the leadership of Nicole Nesbitt, Head of U.S. Institutional Sales and Service, and will report to Matt Pedicino, Director of U.S. Institutional Sales.

Mr. Elefante has thirteen years of institutional and intermediary sales and relationship management experience in the asset management industry. He joins Brown Advisory from the San Francisco office of Salient Partners. At Salient, Mr. Elefante was responsible for the growth of the private bank and platform channel nationally, and worked with home office investment committees.

"We are excited to have Joseph join the firm to help focus our business development efforts as Brown Advisory continues to grow and serve the West Coast. His extensive experience in the region will help expand our reach to new partners and opportunities," said Matt Pedicino. "We are strongly committed to our clients and prospects on the West Coast and we look forward to continuing to serve the region with Joseph."

Mr. Elefante received both his BSBA and his MMF from University of Arizona Eller College of Management.