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Kathleen Ffrench is a vice president at Northleaf Capital Partners and is involved in all aspects of business development, sales management and strategy activities. She works closely with existing and prospective investors and investment consultants to design, develop and monitor their private market portfolios. Prior to joining Northleaf, Ffrench was head of institutional sales, Eastern Canada, at Sun Life Institutional Investments, where she was responsible for developing and managing relationships with institutional investors and consultants. Previously, she worked at Standard Life Investments in sales and consultant relations roles. Ffrench began her career as an associate at Mercer, working in the firm's investment consulting practice. She received a bachelor of arts degree in honours economics from Concordia University.