



William (Bill) Tsotsos, M.B.A., CFA

**Managing Director
PGIM Institutional Relationship Group
Toronto, Ontario**

Bill Tsotsos is a Managing Director in PGIM's Institutional Relationship Group (IRG). Based in Toronto, he is responsible for managing relationships with key institutional investors and stakeholders in Canada. Mr. Tsotsos connects Canadian clients with PGIM's expertise across public fixed income, private fixed income, fundamental equity, quantitative equity, real estate and alternatives, and is responsible for fostering new product development and strategic partnerships. Prior to joining PGIM, Mr. Tsotsos was Head of Institutional for Canada at Franklin Templeton Investments overseeing that firm's relationships and business development activity. He was previously Senior Vice President and Head of Canada for BrightSphere Investment Group where he established that firm's presence in Canada and led their institutional business there. He was also previously a Managing Director at Baring Asset Management leading their sales, client service and consultant relationship efforts in Canada. Mr. Tsotsos received his M.B.A. degree from Queen's University and holds a B.A. degree from the University of Toronto. Bill is a CFA charterholder.