



William (Bill) Tsotsos, MBA, CFA

Managing Director, Head of Canada
PGIM Institutional Client Group
Toronto, Ontario

Bill Tsotsos is a Managing Director and Head of Canada for PGIM. Based in Toronto, he is a member of PGIM's Institutional Client Group and is responsible for business development and building relationships with institutional investors and their stakeholders and advisors in Canada. Bill connects Canadian clients and prospects with PGIM's expertise across public and private credit, real estate, quantitative and fundamental equity, and other alternatives. He is also responsible for fostering new product development and strategic partnership initiatives.

Prior to joining PGIM, Bill was Head of Institutional for Canada at Franklin Templeton Investments, overseeing the firm's client relationship management, consultant 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 in the region. Bill was also previously a Managing Director at Baring Asset Management and a Vice President at PIMCO. He received his MBA degree from Queen's University and holds a bachelor of arts degree from the University of Toronto. Bill is a CFA charterholder.