

MICHAEL NICHOLAS

Professional Summary

Seasoned Executive Leader, Lobbyist, and Consultant with over 30 years of experience representing US-based securities dealers and banks in the US capital markets. Extensive experience in all aspects of results-driven advocacy and strategic planning, including marketing, communications, finance, and media relations. Demonstrated strength building relationships with members, Board members, and outside stakeholders to form strategic partnerships necessary to proactively identify and advance the organization's objectives.

Work History

Founder, Chief Executive Officer, Board Member 03/2008 to Current

Bond Dealers of America – Washington, DC

- Founded and serving as the Chief Executive Officer of the only DC-based trade group and lobbying organization representing US-based securities dealers and banks active in the US bond markets.
- Leading all activities including strategic planning for all BDA advocacy, events, marketing, communications, media relations and overall trade association growth and development.
- Formulating and lobbying public policy agenda before senior federal policy makers as well as driving conference or event strategy, planning, and implementation to support securities dealers and financial institutions working with US capital markets.

Managing Director, Capital Markets Group 12/1996 to 02/2008

Securities Industry and Financial Markets Association / Bond Market Association – Washington, DC

- Led the programs and staffed the committees for regional fixed income dealers and for institutional equity brokerage including driving all member grassroots lobbying efforts and regional dealer fundraising for the association's political action committee.

Vice President, Institutional Fixed Income Capital Markets 04/1993 to 05/1995

Morgan Keegan & Company, Inc. – Memphis, TN

- Represented the Morgan Keegan Fixed Income Capital Markets Group as an institutional account representative by working with regional banks, money managers, mortgage companies, and state and local governments.

District Field Representative, 7th Congressional District of Tennessee – U.S. Congressman Don Sundquist – 1991 to 1993

Education & Boards

The Fuqua School of Business, Duke University – Executive Education in Innovative Leadership

Fogelman College of Business and Economics, University of Memphis – Bachelor of Business Administration in Finance

The Advisory Board for The Center for Municipal Capital Markets at The University of Texas at Austin LBJ School of Public Policy
