



**Megan Smith '91**

Executive Vice President/National Accounts Manager  
KBS Capital Markets Group

Megan Smith is executive vice president and national accounts manager for KBS Capital Markets Group (KBS-CMG). She is responsible for assisting with various daily operations of the company as well as facilitating relationships with major national accounts.

Ms. Smith has been building relationships in the broker dealer community for more than 15 years. Prior to joining KBS Capital Markets Group, Ms. Smith was a national account manager at AXA Distributors, LLC. During her six years at AXA, she covered accounts in every area of distribution, including wire houses, regional firms and banks and Ms. Smith built the financial advisor channel at AXA. In 1997, Ms. Smith was the mutual fund national account manager at the former Liberty Funds Distributor. Prior to Liberty, she held marketing positions in the financial services industry at Fidelity Investments and the former Dean Witter Reynolds.

Ms. Smith is a graduate of Providence College and currently resides in Boston.