James C. Quinn

Vice President and National Sales Manager, Multi-Financial Securities Corporation

James (Jay) Quinn joined Multi-Financial Securities Corporation in 2010 as vice president and national sales manager. Jay manages the practice management, recruitment and relationship management of financial professionals associated with the firm. Focusing on best practices, Jay promotes Multi-Financial's culture of peer-to-peer networking to help financial professionals learn from each other to achieve greater success. As a 24-year veteran of the securities industry, he has broad experience working with financial intermediaries such as financial planners, registered investment advisers and wealth managers.

Prior to Multi-Financial, he held leadership positions in the wealth management product space. At Fidelity Investments, he managed sales and marketing of the Fidelity Charitable Gift Fund, the nation's largest donor-advised fund. In 2007, he joined Welton Street Investments to help form The Life Income Funds of America, a series of pooled income funds, and provided executive leadership, product development, and marketing strategy and execution.

Previously, Jay held sales management positions with Schwab Advisor Services, a division of Charles Schwab & Co., Inc. from 1991 to 2004. During his 13 years with Schwab, he was responsible for the sales strategy and execution in the RIA channel.

Jay is a Certified Financial Planner (CFP®), and received his bachelor's degree in history from the University of California at Berkeley. In addition to his CFP designation, he holds Series 7, 9 and 10 (previously Series 8), 24 and 63 securities registrations.

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