

Michael F Greco

Manalapan, NJ 07726

October 17, 2025

Manalapan-Englishtown Board of Education
54 Main Street
Englishtown, NJ 07726

Dear Members of the Manalapan-Englishtown Board of Education,

I am writing to formally express my interest in filling the current vacancy on the Board of Education. As a proud Manalapan resident since 2014, I have a deep-rooted commitment to the success and well-being of our school district and its students. The quality of the school system was a key factor in my family's decision to move to this community, and I would be honored to play a role in continuing to uphold and enhance that standard of excellence.

Enclosed is my resume, which outlines my professional background in building and leading high-performing teams within competitive, global investment organizations. I believe this experience has equipped me with the leadership, strategic thinking, and collaborative skills necessary to make meaningful contributions to the Board and to support the long-term goals of our school system.

My wife and I have [REDACTED] children currently attending [REDACTED]. We are both actively involved in the community—my wife as a volunteer member of the PTO, and I as a volunteer coach for the Manalapan Baseball Association. These roles have allowed us to build strong connections within the community and given us valuable insight into the needs and aspirations of Manalapan families.

I am genuinely passionate about education and committed to supporting initiatives that maximize the educational experience for all students in our district. I welcome the opportunity to contribute my time, experience, and perspective to help guide and support the continued success of our schools.

Thank you for your consideration. I would be grateful for the opportunity to further discuss how I can contribute as a member of the Board of Education.

Sincerely,

Michael F Greco

Michael F Greco, CIMA, CRPC

Summary

Team oriented sales leader with track record of success and growth through multiple distribution strategies, organization structures and channels of Mutual Fund, ETF and SMA sales. Experienced in client development, sales training, wholesaler recruitment and sales management. Process oriented and strategic in approach towards campaign organization and sales execution. Driven by successful client engagements and the long-term growth of the business.

Experience

BlackRock | Princeton, NJ

Head of Market Pods (Internal Sales)/ iShares Desk Leader - *July 2023 – Present*

Director – Dual mandate to lead internal sales team of 80 Associates/Analysts and drive iShares ETF Sales across multiple channels.

- Strategically lead a team of 6 sales managers and 80 Associates, across 4 distinct locations, working in conjunction with 135 external sales professionals
- Develop culture of learning, coaching, talent development and partnership across our organization to maximize impact of prospecting and sales presentations
- Leverage available data to systematically guide sales people to high value activities and opportunities
- Initiate prescribed consultative sales approach and measurable impacts of our sales team

Portfolio Engagement Specialists/ iShares Desk Leader/Head of Princeton Office - *January 2022 – June 2023*

Director – Dual mandate to drive iShares ETF Sales across multiple channels in partnership with Desk and Field based sales team while launching an upstart team of Portfolio Engagement Specialists Team to engage advisors on Model Portfolio implementation.

- Deliver iShares product content, insights, and context to across internal sales organization to drive effective and productive advisor engagements.
- Lead Portfolio Design Team to build recurring and durable relationship target prospects
- Internal Sales Executive Committee: Provide strategic input and feedback on critical business initiatives and prepare sales team to deliver best in class client experience.

iShares Desk Leader/Model Portfolio Specialists – US Wealth Advisory - *January 2017 – December 2021*

Director – Dual mandate to develop strategic partnerships across all distribution channels of internal sales desk to add leverage to sales effort and drive iShares business results while also launching new Model Portfolio Sales Team

- Focused on Strategic priorities of Core, Factors, Fixed Income and Model Portfolios
- Collaborated with Product and National Accounts teams to develop a unified Model Portfolio Specialists with responsibilities of growing a nascent business line.
- Instilled sales strategy and processes to build monthly gross sales from ~\$285M to \$1B per month

Divisional Manager – Independent Channel - *January 2015 – December 2016*

Vice President - Provided leadership on a Divisional level for strategic expansion of US Retail Mutual Fund and ETF distribution in newly formed Independent Channel. Integrate wholesalers from multiple teams with assorted background and experience levels with goal of delivering an incremental \$44M in Net New Base Fees.

- Strategic focus on client/sales initiative within key firms for Mutual Fund, ETF and, 401K/DC
- Increased FA contact by 21% and exceeded sales targets in both mutual fund and ETFs

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Head of Internal Sales - iShares *April 2013 – December 2014*

Lead team of 35 internal wholesalers and 3 divisional managers during a critical transition in our business. Partnered closely with Divisional Directors and the Head of Sales to identify areas of opportunity, maximize team production while defending and growing our business in 3 distinct channels: Merrill Lynch, Wirehouses and Private Banks. Reported to Head of US Retail ETF business and member of Executive Committee.

- Lead integration of sales desks from Jersey City to Princeton, NJ, and inclusion of iShares internal wholesalers into the broader US Retail distribution team
- Incorporated Role Competencies to increase quality of individual performance and client experience

BlackRock | Jersey City, NJ

RIA Sales Desk Manager - iShares *June 2009 – April 2013*

Revived NJ based RIA Team with strategic realignment of talent and recruitment of new team members. Lead team of 12 internal wholesalers in both traditional and initiated hybrid wholesaler team. Partnered closely with Co-National Sales Managers and developed the strategy to expand RIA distribution to the RIA-Financial Planner segment. Reported to Head of RIA Channel and part of Executive Committee.

- Focused on large RIA and Institutional Asset Managers use of iShares ETFs – grew market share with focus clients from 24% to 38%
- Contributed to and executed strategic product launch tailored to RIA clients

BlackRock | Jersey City, NJ

Divisional Internal Sales Manager - iShares *November 2007 – June 2009*

Part of management team to launch the east coast sales office of iShares (previously Barclays Global Investors). Instilled sales culture within new team while recruiting, training, and driving sales focus for iShares business within the Wirehouse channel. Initiated sales campaign and client acquisition initiatives. Assessed quality of client calls and established metrics for success in internal sales. Aligned new internal/external partnerships and drive high performance for our team.

- Created “Quality Call” metrics to align with Richardson Consultative Sales process
- Developed “Performance Metrics” to increase quantity of calls per Regional Sales Associates

AllianceBernstein | New York, NY

Regional Wholesaler, Western Division Team Leader – *May 2000- October 2007*

- Increase gross sales by 62% in first full year in territory
- Managed the addition of 6 new Western Division Internal Sales Consultants from San Antonio to NYC office (provided training, guidance, etc.)

Education

St. Peter's University

May 2000 BS Economics

- Certified Investment Management Analyst – CIMA
- Chartered Retirement Plan Counselor – CRPC

FINRA Licenses 6, 7, 63, 65, Supervisory Licenses: 24, 51, 4