

JIM BALSAN, managing director of environmental financial market, is responsible for coordinating a cross discipline team that informs existing and potential clients of the corporation's ability to meet their environmental related financial administration needs.

During his 25 years in the securities industry, Jim has managed diverse assignments. After heading the Proxy Tally Group at JP Morgan, he joined one of Morgan's Relationship Management teams as an account administrator. He then moved to Manufacturers Hanover as a relationship manager. This appointment was followed by positions in Securities Issuance and Debt Operations. Jim then joined the business development team where he became senior vice president and national sales lead for BNY Mellon Shareowner Services.

His combination of detailed operational experience and concrete relationship management skills give him unique insight into the identification, customization and implementation of solutions to address the varied challenges.

Jim earned a B.S. in economics from the University of Wisconsin. In addition, Jim received his M.B.A. in finance and international business, with honors, from NYU. He has represented BNY Mellon on the Stock Transfer Association's Operations Committee and was heavily involved on the STA committee working with the U.S. Working Committee, the Securities Industry Association and the American Society of Corporate Secretaries on the development and implementation of the Direct Registration System.