

Christopher H. Spille
Deloitte Tax LLP
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EXPERIENCE

- 25 years of relationship management, business consulting and capital formation experience with C-level executives.
- Extensive business development experience in tax consulting and audit services. Services include a broad range of income, sales, use and property tax services, including maximizing the tax benefits associated with complex corporate transactions, acquisitions, dispositions, restructuring and bankruptcy; audit defense, accounting for income taxes and uncertain tax positions, refund reviews, negotiating and claiming credits and incentives, preparation or review of tax returns, unclaimed property, tax risk and process reengineering, international tax and transfer pricing.
- Expert at building and maintaining productive relationships with C-level executives within the financial community including; buy and sell side firms, private equity and venture capital firms, financial market regulators and capital markets advisors from all over the world.
- Superb understanding and relationships with investment firms from all over the world including; US, Brazil, China, India, South Africa, Mexico, Argentina, Canada and the Caribbean Islands.

Deloitte Tax LLP

Sales Executive

Since 2014

- Lead Sales Executive for Deloitte Tax LLP in the greater Washington DC Area
- Territory includes Baltimore, Richmond, Virginia Beach and Washington DC
- Work closely with Partnership to ensure clients and potential clients understand Deloitte
- Responsible for building and maintaining productive relationships with C-level and tax executives across a variety of industries including Aerospace & Defense, Technology, Real Estate and Financial Services
- Support the Deloitte audit practice and Deloitte Consulting LLP

Grant Thornton LLP

Business Development Executive

2011 - 2014

- Responsible for sales of professional services (audit, tax, and advisory services) to the Technology, GovCon and Real Estate sectors.
- Focused on larger corporate engagements within tax and advisory
- Strong relationships with venture capital and private equity firms, hedge funds and specialty finance.

- Responsible for managing the end-to-end sales and business development processes including: assembling the account team and subject matter experts; managing the sales process; leading all account meetings; driving the proposal process; closure of engagements; and facilitating future business.
- Targeted and presented to C-level executives, board members, tax and internal audit groups.

The NASDAQ Stock Market, Inc.

Managing Director

2006– 2010

- Managed the development of the PORTAL Alliance, a consortium of leading investment banks with equity ownership in the PORTAL trading platform and the operating infrastructure.
- Developed all key relationships with institutional investment community permitted to invest in 144A securities including; Asset management firms, buy and sell side firms, private equity and venture capital firms.
- Focused on firms in NY, Boston and San Francisco.
- Educated issuers on investor relations best practices for private securities which included communicating with Qualified Institutional Buyers (QIBs) and how to invest in these securities pursuant to SEC Rule 144A.
- Researched and targeted key qualified institutional buyers (QIBs) for investment in 144A equity securities.
- Analyzed trade data and trading characteristics to help mark the value of 144A investments
- Spearheaded 144A business development in Brazil, Russia, India and China.
- Trained non-US sales staff in China and India on benefits of 144A capital formation.

Managing Director, Global Corporate Client Group

2001–2006

- Developed NASDAQ's non-US listing business and relationship management in North and South America outside the US.
- International efforts focused on Canada, Brazil, Mexico, Chile, Argentina and Bermuda.
- Won several high profile NASDAQ listings including; OMA Airport operator (NASDAQ: OMAB) the first Mexican government privatization to list on NASDAQ and The Bank of Bermuda (NASDAQ: BBDA) the largest bank in Bermuda with over \$10 billion in assets.
- Managed US investor relations best practices and outreach to all non-US companies in North and South America.

Director II NASDAQ International

1998–2001

- Directed NASDAQ's business development efforts in Canada and the Caribbean Islands. Add an average of 25 new listings per year from both regions combined.
- Account representative for approximately 120 non-US companies mostly based in Canada and the Caribbean Islands.
- Acted as primary point of contact for non-US issuers visiting the US including; prospect companies and Nasdaq-listed companies.
- Supported the development and implementation of NASDAQ Canada, NASDAQ Japan and Nasdaq Europe.
- Managed NASDAQ International's Washington DC office.

- Acted as staff liaison for non-US visitors including but not limited to; foreign exchanges, regulators and dignitaries.
- Instrumental in the signing of NASD MOUs with China Securities Regulatory Commission and Shanghai Stock Exchange

NATIONAL ASSOCIATION OF SECURITIES DEALERS, INC (Now called FINRA)

Director

1995- 1998

- Hosted and developed relationships with Governments, Academics, Regulators and key financial institutions in large markets for FINRA/NASDAQ including; China, UK, Korea and many others.
- Directed NASDAQ's business development efforts in South Africa and the Caribbean Islands
- Account representative for approximately 35 non-US companies mostly based in South Africa and the Caribbean Islands.
- Acted as primary point of contact for non-US issuers and regulators visiting the US including prospect companies and NASDAQ-listed companies.

ADR Analyst

1992-1995

- Wrote and presented analysis for new non-US listings and existing non-US listings. Mainly focusing on NASDAQ vs. NYSE, occasionally competing with foreign markets such as the Tokyo Stock Exchange and London Stock Exchange.
- Analyzed trading characteristics of dual-listed stocks. Compare ADR volume, liquidity and spreads with the underlying class of stock traded in the home market.
- Prepared and maintained all non-us databases. Databases tracked foreign IPOs, new listings and retention.

Research Analyst, Economic Research

1986 -1992

- Performed detailed market structure analysis between auction and dealer markets.
- Developed forecasting models for NASDAQ trading volumes, new listings, and IPOs using Abstat software.
- Responsible for content and production of the monthly statistical summary for the NASD and The NASDAQ Stock Market.
- Prepared extensive trading characteristic analysis on proposed and existing trading rules and their impact on issuers.

EDUCATION

- MBA, Marymount University, Arlington, VA
- B.A. Business Management, James Madison University, Harrisonburg, VA

ADJUNCT PROFESSOR FOR EXECUTIVE MBA – Capital Markets

- Georgetown University, Washington DC - two semesters