



Jeffrey M. Pearsall

Managing Director

PFM Swap Advisors LLC

Jeff Pearsall heads PFM Swap Advisors LLC which specializes in the application of derivatives to debt and energy commodities. He has extensive experience advising clients in the areas of hedging and risk management, having worked for more than eight years in New York on the swaps trading desks of Security Pacific Bank and Bank of America. During that time, Jeff was involved in the structuring of numerous complex interest rate, currency and debt-linked transactions.

Since joining PFM in 1999 and founding its swap advisory group, Jeff has overseen a team of professionals that has arranged more than 1,900 derivatives transactions totaling \$131.2 billion in notional principal amount on behalf of 500 different tax-exempt and municipal issuers across a diverse range of industry sectors. He also assisted in the development of PFM's highly successful proprietary fee-based derivatives valuation and monitoring website, SwapViewer®.

Prior to joining PFM, Jeff worked on the fixed-income sales desk of Mellon Financial Markets, Inc., involved in the primary and secondary markets distribution of a wide range of taxable and tax-exempt securities, including U.S. Treasury, agency, municipal and mortgage and asset-backed bonds. Jeff began his career in Philadelphia as a marine insurance underwriter for the Insurance Company of North America.



Contact

1735 Market Street
42nd Floor
Philadelphia, PA 19103

pearsallj@pfm.com
215.557.1466 office

Specialties

Specialized Services

Higher Education,
Transportation

Education

B.A. in Economics
Northwestern University

MBA in Finance
The University of Chicago
Booth School of Business

Professional Designations or Licenses

Municipal Advisor
Representative (Series 50)

Municipal Advisor Principal
(Series 54)

Started with PFM: 1999

Started in the Field: 1987