

# icn News

The Rising Stars of Mutual Funds



## THE RISING STARS OF MUTUAL FUNDS

### NICOLE DEBLOIS

*Vice President, Business Development*

**Boston Financial Data Services**, Boston, Mass.

**Age:** 31

**Education:** Boston College, Chestnut Hill (B.A. in Economics)

**Mentor:** Meg Kelleher, Senior Vice President, **Fidelity Investments**

Boston Financial Data Services, a long-standing joint venture between State Street Corporation and DST Systems, services more than 25 million investor accounts and is the largest full service record keeper transfer agency in the U.S. DeBlois joined the business development team in 2007, prior to which she worked in the Wealth Manager Services division of State Street.

Today, in addition to product development initiatives, DeBlois is responsible for driving investment servicing sales for Boston Financial, as well as for collaborating with State Street to deliver bundled solutions including custody, accounting and administrative services to fund complexes.

When asked about her greatest accomplishment to date, DeBlois cites the satisfaction earned by determining the best product solution for a client. "Today's business environment is complex," says DeBlois. "Collaborating with clients, developing the appropriate services solution and building scale and flexibility to meet their future needs provide a great sense of achievement."

DeBlois believes the long- and short-term challenge for many of her asset management clients is to be developing a global presence. For service providers like Boston Financial, it's an opportunity to find creative solutions in an increasingly global marketplace. "Companies need to be globally diversified and it's interesting to see how organizations are preparing to tackle that challenge," says DeBlois.

For herself, she hopes to continue to make a difference in her chosen industry. "My goal is to make an impact on any organization I work for, that's what drives me," says DeBlois.