Dunham Leadership Team

Hold Us To Higher Standards

Robert L. Pancrazi
Northeast Regional Director

Robert L. Pancrazi is the Northeast Regional Director for Dunham & Associates Investment Counsel, Inc., responsible for driving sales, generating assets under management, building long-term relationships and marketing Dunham Trust Company's trust services and solutions. With over 19 years of industry experience working across all distribution channels, Rob brings an abundance of knowledge and credibility to his role.

Prior to joining Dunham in 2014, Rob worked at Four Wood Capital Partners as a member of the Global Client Group Sales team. Before that he was with ING Investment Management (ING) as the National Business Development Officer in charge of integrating synergies between Business Development, Portfolio Management and the Retail Sales Team. He also served ING from 2008 - 2011 as a Regional Vice President, responsible for distributing open-ended mutual funds, closed-end funds and separately managed accounts. Prior to ING, he acted in various key leadership sales positions with expertise across all channels, including Wirehouses, Banks, Regional/Independents, and Registered Investment Advisors for MainStay Investments and BlackRock.

Rob carries a B.A. from the State University of New York, Oneata, and holds FINRA Series 6, 7, 63 and 65 registrations.

At a Glance

√ Regional Director for the Northeast Region

√ Responsible for driving sales, generating assets under management and building long-term relationships

√ B.A. from the State University of New York, Oneata

√ Holds FINRA Series 6, 7, 63 and 65 registrations

About Dunham & Associates

In 1985, Jeffrey Dunham founded Dunham with the uncommon idea that fees paid by clients should be tied, in some way, to the performance of the investments they own. Today, Dunham and Dunham Trust have grown to become a multi-billion dollar firm, but we are still driven by the values of fairness and accountability that Jeffrey envisioned more than three decades ago.