



**KENNETH NOVAK**  
MANAGING DIRECTOR

COO, PRIVATE INSTITUTIONAL CLIENT GROUP

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Ken Novak is a managing director and head of product and COO for the Private Institutional Client group. Prior to joining Raymond James, Ken was responsible for business development and was a member of the investment committee at Ferry Farm Capital, a dedicated asset management firm that focused on private credit solutions. From 2012 to 2015, Ken was Head of RBC's Institutional Middle Market division, a joint venture between the US Capital Markets division and Wealth Management platforms. He oversaw more than 60 salespeople and 1,000 client relationships.

Prior to RBC, Ken ran the generalist sales business as a top producing sales manager at JPMorgan in New York for over eight years. Before JPM, Ken was an MBS/fixed incomes institutional sales specialist at Morgan Stanley for six years. He began his career at Mabon Securities. Ken has a BS from the Newhouse School of Communications at Syracuse. He dedicates time to multiple charitable organizations, guest lecturing at business schools around the country, his

family and golf. Ken works out of the midtown Manhattan office.