

# Karen Talbert Manczko

Director, Institutional Relationships · Wespath Benefits & Investments

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## EXECUTIVE PROFILE

Institutional investment executive with 20+ years in client relationship management, business development, and team leadership. 100% client retention at Wespath; trusted communicator to institutional clients, boards, and investment committees, translating complex investment topics into clear, actionable guidance.

## EXPERIENCE

### Director, Institutional Relationships

Wespath Benefits & Investments Apr 2013 - Present

Leads institutional relationship management and asset-growth efforts across multi-manager funds and legacy private-market solutions.

### Associate Investment Program Manager

Northern Trust Global Advisors Jun 2011 – Apr 2013

Built and monitored custom investment programs for pension, foundation, endowment, and UHNW clients; ~\$3B in daily invested assets.

### Senior Investment Performance Analyst

The Northern Trust Company Sep 2006 – Jun 2011

Analyzed institutional and wealth-management portfolio performance; delivered time-weighted return and risk reporting.

### Assistant

AllianceBernstein Jun 2005 – Sep 2006

Supported four financial advisors serving individuals and families with \$820M+ in combined assets.

## RECOGNITION

### Pride Award (2019)

Wespath

### Star Award (2018)

Wespath

### Partner Appreciation Award (2011)

Northern Trust

### Signature Quality Medallion (2009)

Northern Trust

## EDUCATION

### MBA, Digital Marketing & Global Strategy

University of Illinois Urbana-Champaign · 2023

### BS, Psychology (Biological Psychology)

University of Illinois Urbana-Champaign · 2005

## SELECTED THOUGHT LEADERSHIP

- OCIO 101: Open, Closed & Hybrid Architecture Models (2025)
- How Will the Election Impact My Investments? (2024)
- What John Wesley's "3 Simple Rules" Teach Us About Values-Aligned Investing (2023)
- Three Considerations for Investors Hiring an OCIO Provider (2022)
- Asset Allocation Factors for Mission-Focused Investors (2021)
- Spending Policies for Endowments and Foundations (2021)