

## Figuring out Finance: Chat with an Alum

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### Konrad (Kip) Testwuide

Konrad (Kip) Testwuide is the Managing Partner of High Peaks Advisors, an investor in and advisor to innovative, early stage companies. He serves on the boards of InterNex, a receivable finance company, Lucid Management and Capital Partners, an asset management firm and Molon Labe, an airline seat design and manufacturing firm. Kip is a Senior Advisor to Rapid Ratings, a financial research and rating firm. He is a mentor with fintech accelerator Startup Bootcamps and an active participant in angel funding networks, Angelus Funding and Point Positive, which brings seed capital to businesses in the Adirondack region.

Kip enjoyed a 35 year career with global investment banking firms, most recently as Co-head of Fixed Income for BNP Paribas for North and South America. He served on the board of the firm's two large US broker dealers, the Global Fixed Income Executive Committee, the US Investment Banking Management Committee, and chaired the Underwriting, Counterparty Credit and New Product Committees. Earlier in his career, Kip was a Managing Director and Head of Debt Capital Markets and Derivative Marketing with UBS Securities and he began his banking career with Manufacturers Hanover Trust.

Kip currently serves on the Board of Visitors for the University of Wisconsin, College of Letters and Science. He also serves on the board of trustees for the Trudeau Institute in Saranac Lake, NY and the Beaver Dam Sanctuary, in Katonah NY and is a volunteer with several conservation and educational organizations. Kip has served on the board of the Schreier Malting Company in Sheboygan WI, Diamond Notch Asset Management in NYC and The National Sports Academy in Lake Placid, NY.

Kip graduated from the UW in 1980 with a BBA, majoring in finance and economics. He lives in Katonah, NY with his wife Julie (UW, BS '79, MS '81) and has three grown children, Emily, Molly and KC.



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### Suggested Questions/Areas to Discuss

You won't have time to discuss all of these questions, but you can use them as a basis for a short conversation or to help you think of some questions of your own.

#### About the person

- What is your educational background? How did you get started in this field?
- What was your career path like? How did you get your present job?
- How did you know where to start looking and what steps you needed to take?
- What would you change about your career path if you could?
- Where do you see yourself going from here?

#### About the job and workplace

- What are some of the problems and decisions you are likely to face in a day or week?
- What are the greatest rewards and challenges of your job? What is most and least satisfying?
- How much flexibility do you have in terms of dress, work hours, vacation, etc.?
- How do you determine what tasks you will work on and how to structure your time?
- How would you characterize your work relationships or environment (formal, informal, etc.)?
- Do you work primarily alone or in collaboration with others? With whom?

#### About the career field and industry

- What are the employment trends in your field or company?
- What is the salary range for the various levels in this field?
- What type of professional development or training opportunities are there?
- What do you wish you would have known prior to entering this field?
- What credentials, educational degrees, licenses, etc. are required for entry into this field?
- What kind of skills and prior experiences would be good background for someone starting out?
- What are some skills that have proven important in your job that you did not anticipate?
- What is the profile of someone who is successful starting in this field?
- Where should I look to learn more about this field or this job?

#### Advice to you

- What skills or experiences will I need to develop to make myself more competitive?
- What professional associations or organizations should I know about?
- What advice do you have for me as I try to break into this field?
- Are there people you think I would benefit from talking to?
  - Can I use your name when I contact them?
- If I have any questions could I stay in contact with you?