

**RACQUEL ODEN**  
*Head of International Wealth & Premier Banking &  
Head of Global Private Banking, US*



Racquel Oden is HSBC's Head of International Wealth & Premier Banking & Head of Global Private Banking, US.

Oden joined HSBC from JPMorgan Chase, where she was managing director and head of network expansion overseeing the consumer bank's growth strategy and branch network in 25 states. She previously led the consumer bank's national sales team, servicing 20 million customers in 48 states and driving sales across the firm. Prior to that, Oden was the Northeast division director leading the branch teams for the consumer banking and wealth management businesses in the Northeast division, serving 4.9 million customers in the New York tri-state area with more than 10,000 associates and advisors managing more than \$300 billion in deposits and investments.

Oden was an executive member at Merrill Lynch, where she spent eight years as managing director in several leadership roles. Her most recent role was market executive of the flagship New York Fifth Avenue Market, the firm's largest market with more than 250 advisors serving high-net-worth individuals and institutions with over \$35 billion in assets under management. Prior to that, she was head of advisor strategy and development, responsible for coaching the firm's 14,000 advisors

and leading initiatives designed to recruit and train the next generation, and before that, head of global product strategy and business development where she oversaw the team's new product business development supporting all channels within global wealth and investment management.

Before Merrill Lynch, Oden spent more than 10 years at UBS in various senior capacities including managing director head of global product internal sales, managing director of client experience for banking, and head of merger and acquisition integration. Additionally, she served as the senior vice president of client services and earlier as chief of staff for the president of UBS. She took her first Wall Street job as an associate in equity trading at Morgan Stanley in 1997.

Oden is chair of the Thurgood Marshall College Fund Board of Directors. She also serves on the board of directors for the Apollo Theater, New York City's Prep for Prep, and The New York City Police Foundation.

She holds a bachelor's in political science from James Madison University and an MBA from Hampton University. Oden lives in Long Island, New York with her husband and daughter.

