

## Jennifer Hartviksen

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### How did you first get interested in the asset management industry?

I first became interested in the asset management industry while working on the sell-side as a Corporate Debt Analyst based in Sao Paulo, Brazil. I had published a sell recommendation on a Latin American issuer/company and was surprised by the negative feedback I received from some clients. Prior to this, I believed that differing opinions created the buyers and sellers essential to the efficient operation of markets. This was an aha moment for me. It made me realize that to truly express my buy and sell opinions, I wanted to be on the buy-side at an asset manager.

### Invesco’s Purpose is to “Help people get more out of life through a superior client experience.” What does that mean to you in your role?

When people build assets through a superior client experience, they have a financial foundation to realize their goals. This can be a new home, kid’s education, the next chapter in life and/or a comfortable retirement. In my role as a Senior Portfolio Manager, I am part of a team that is focused solely on generating active returns in fixed income. Risk management and oversight is a big part of our process.

### What are some of your personal passions outside your career?

Outside my career, my current personal passion (and allocation of most of my hours outside the office) is supporting my daughters’ athletic pursuits. My tween and teen daughters are very active in competitive sports – hockey, soccer, squash – mostly as hockey goalies. Through their involvement in team sports, I have gained a deep understanding of the crucial role that team sports plays for girls in the development of confidence and learning how to win, lose & deal with adversity. Through failure they are learning resilience. They are learning the importance of discipline, hard work and the importance of the process. As I watch them and more girls become involved in team sports, I see a generation of future women learning the skills that are necessary for careers in asset management and am hopeful that female participation in the industry will increase with their generation. I have also learned a few tricks to ensure my car does not smell like a locker room!



**When you were a student, what types of careers interested you? What led you to choose asset management?**

As a student, I was always interested in a career in finance. I loved both macroeconomics and understanding how companies, businesses and industries worked. I was attracted to the fast pace of a career in finance and the pace of change. It was a future where I would always be learning something new. As a woman I found myself drawn to sell-side research and asset management as these were pockets of finance where I could build my own track record. Where there was more of a meritocracy based on results.

**What is one of your proudest career moments?**

Chasing the opportunities to try new things that were way outside of my comfort zone. The greatest professional and personal developments in my career have come from taking risks and trying new things. For example, moving to Brazil and finding work in a dynamic environment where I had to learn a new language. Moving to Los Angeles and starting a buy-side career in asset management.