

Melissa Smith

Managing Director
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Melissa Smith is the Head of Specialized Industries for JPMorgan's Middle Market Banking & Specialized Industries (MMBSI) business. She leads a team of national managers responsible for industry verticals including Agribusiness, Apparel, Beverage, Emerging Growth, Life Sciences, Media and Entertainment, Technology, and the Middle Market Financial Sponsors Group. The industry teams provide traditional banking services and investment banking solutions to mid-cap sized companies across the country. Melissa is also responsible for the Government, Healthcare, Higher Ed, and Not-for-Profit businesses within MMBSI and sits on the Management Committee for the Commercial Bank.

Prior to joining MMBSI, Melissa spent 3 years as the Northeast Group Head for Corporate Client Banking & Specialized Industries (CCBSI) where she also served on the Management Committee. Since joining CCBSI she has acted as the Regional Chair for the Northeast Market Leadership Teams and as a Senior Sponsor for the CB Columbia recruiting team.

Melissa joined the firm in 1998 in Public Finance and has spent most of her career in the Corporate & Investment Bank (CIB), most recently as the Head of EMEA Investment Grade Finance in London. As part of her role running the DCM business in Europe, Melissa was a co-chair of the Debt Underwriting Commitments Committee (DUCC), a member of the EMEA Balance Sheet Committee, a senior sponsor of the ED Connect program in EMEA, and a member of the Analyst and Associate Development Council. Prior to her London move, she spent 14 years in the Debt Capital Markets group in New York as the Head of the Consumer, Retail, Healthcare and Chemicals team.

Melissa received a BA in Political Science from American University and a Masters in Public Policy from the University of Chicago. Since 2009, she has served on the Board of Trustees of American Ballet Theatre.