

Building ‘Sales’ Muscle

Stockholm (HedgeNordic) – Two of the Nordic hedge fund industry’s asset managers are expanding their investor relations staff. Oslo-based hedge fund platform **Sector Asset Management** announced the hiring of **Léopold Gasteen** as Investor Relations Director, while alternative asset manager **Resscapital** announced that **Cristina Lugaro** (*pictured*) is joining their Institutional Sales team.

Sector Asset Management is a multi-boutique asset manager with three members of the Nordic Hedge Index under its umbrella. Léopold Gasteen has eight years of experience in the asset management industry. During his undergraduate studies, he founded a marketplace enabling start-ups to find university talent, worked at interdealer brokerage firm Mariana Capital in London and interned at boutique hedge fund RAM Capital in Geneva.

In 2013, Gasteen founded Edgefolio, a platform that connects investors and hedge fund managers through data and insights. According to an announcement by Sector, Gasteen “brings with him an entrepreneurial spirit, a data-driven approach to problem-solving and a wide-reaching network of investors, allocators and entrepreneurs.”

Resscapital, which manages an alternative investment fund – **Ress Life Investments** – investing in the secondary market for U.S. life insurance policies, expanded their Institutional Sales team with the hiring of Cristina Lugaro. She has more than 15 years of experience in the asset management industry. Before joining Resscapital, Lugaro worked at Alfred Berg, a subsidiary of BNP Paribas Asset Management.

As Senior Business Development Manager for Nordic Markets at Alfred Berg, she led the asset gathering for the Parvest Equity Nordic Small Cap fund that reached €180 million within two years from launch, among other things. “Investors are increasingly interested in our life insurance strategy that provides uncorrelated returns. Cristina will support our continued growth efforts in new markets,” says the team at Resscapital in an announcement.

Ress Life Investments has been shortlisted for the 2019 Nordic Hedge Award in two award categories: the “Best Nordic Multi-Strategy Hedge Fund” and the “Best Nordic Hedge Fund.” The winners of the 2019 Nordic Hedge Award will be announced on April 22 in Stockholm and presented with award trophies.