

Kristin Gibson is the Managing Director-Institutional Sales for the Intermediary Channel supporting Charles Schwab Investment Management (CSIM). She is responsible for developing and managing relationships with banks, broker-dealers and model providers.

Prior to joining Schwab in 2015, Ms. Gibson was with Russell Investments, most recently as Senior Director of National Internal Sales and Distribution Strategies for the U.S. mutual fund business. She joined Russell in 2004 as a director of Russell's DCIO Group, and in 2006 expanded her role to oversee the Strategic Partnerships team responsible for business development and relationship management for national and regional broker dealers, custodians and retirement platforms. Prior to that, she spent 15 years at Principal Financial Group in a variety of U.S. and international sales, strategy, and management positions. Throughout her career, Ms. Gibson has served as a frequent industry speaker and media spokesperson on personal finance issues, trends facing advisors and retirement topics.

Ms. Gibson earned a Bachelor of Business Administration degree in marketing from the University of Iowa, and a Master of Business Administration degree in finance from Drake University in Des Moines. She holds Series 7, 24 and 63 licenses.