

Kristin R. Adams

Corporate Position

Managing Director, Resident Sales Director
Aon Risk Services South, Inc. (Atlanta, Georgia)

Aon plc (NYSE: AON) is the leading global provider of risk, reinsurance and human capital consulting services. With more than 65,000 employees in 120 countries, Aon generated \$11.5 billion in revenue in 2012.

Aon employs more than 1200 people in the Atlanta region.

Corporate Responsibilities

Kristin is responsible for managing the business development efforts for Aon Risk Solutions South overseeing a team of professionals covering 5 states. These efforts include setting regional strategy and directing financial investments for partnerships, marketing, and campaigns to grow revenue and enhance productivity throughout the entire geography.

Kristin also manages her own client relationships with many of the most prominent organizations in the Southeast including REITs, financial institutions and law firms. As a business champion, she ensures clients have access to the appropriate Aon resources and tools in order to minimize their exposure to legal and hazard risks and optimize their total risk transfer spend.

Prior Corporate Experience

Kristin has been with Aon for 16 years; prior to her current role, she served in a variety of capacities across the US:

Mergers & Acquisitions—While based in New York, Kristin spent three years providing risk and human capital-focused due diligence support to financial and strategic buyers and sellers of companies.

Capital Markets—While based in San Francisco, Kristin spent three years creating specialized risk transfer solutions in the capital markets including weather hedging and dual-trigger contingent capital products for her clients.

Corporate—Kristin was a founding member of the 5 person team based in Chicago that structured a first-of-its-kind LP asset securitization for Aon Corporation, providing investment liquidity and overall enhanced risk-based capital treatment.

Education

University of North Carolina at Chapel Hill, School of Law, JD
University of North Carolina at Chapel Hill, BA in Journalism and Political Science
Harvard Business School – executive education program in private equity
New York University – post graduate studies in finance and venture capital

Designations and Affiliations

FINRA Series 7 and 63 licensed

Buckhead Coalition, Member 2013 to present

The Alliance Theatre, Board Member and Corporate Committee Member 2012 to present