



**NIRI Board of Directors Candidates
Regular Member Director (2022-2025)**



Clayton Bilby, IRC
Head of Investor Relations
Palo Alto Networks

Clay Bilby IRC, is the Head of Investor Relations at Palo Alto Networks, a west coast Silicon Valley headquartered company. PANW is the global leader in cyber-security solutions.

Clay's prior positions include Sr Director of Investor Relations at Keysight Technologies, a west coast S&P 500 high-tech company, Corporate Development, Financial Controller for a captive start-up, Sr. Marketing Manager, Global Procurement Manager and as an advisor and investor with high-tech start-ups. Other prior high-tech employers include Agilent Technologies and Hewlett Packard.

Clay has been actively involved in Investor Relations for over a decade. This includes being active in NIRI, including volunteering for various NIRI activities. He has been a member of the San Francisco and Silicon Valley NIRI chapters for over 7 years. When NIRI introduced the Investor Relations Charter (IRC)[®], Clay made it a point to be in the first cohort to receive this credential.

Clay is also an adjunct professor for the California State University at Sonoma teaching the Financial Statements Analysis course in the Executive MBA program.

An interesting fact about Clay is that he worked as a credentialed Respiratory Therapist at the University of Michigan Medical Center while earning his engineering degree from the University of Michigan.



Alexandra Deignan
Head of Investor Relations and Corporate Sustainability
Lazard, Ltd

Alexandra Deignan is Head of Investor Relations and Corporate Sustainability at Lazard Ltd

(NYSE: LAZ) based in New York. She is responsible for leading strategic engagement between Lazard and the financial community, positioning the firm's investment thesis, financial performance, competitive landscape, capital structure, governance and sustainability profile.

She has 25 years of experience in investor relations and strategic finance. Prior to Lazard, she initiated investor relations programs for Curtiss-Wright Corporation and Schnitzer Steel Industries, and covered the energy industry in Salomon Smith Barney's Investment Banking Division. She holds a bachelor's degree in journalism from the University of Texas at Austin and an MBA from New York University. She is on the Board of the National Investor Relations Institute New York Chapter.



**Kim Pinyopusarek, IRC
Manager, Investor Relations
Callon Petroleum Company**

Kim Pinyopusarek, IRC is the Manager of Investor Relations at Callon Petroleum a small cap company in Houston, TX.

Kim has more than 10 years of work experience in investor relations. Investor relations for a small cap company usually includes all facets of internal and external communication as well as marketing related content since most of the time, small cap companies do not have a separate communications department. Kim gained a wide breadth of skills and experience working on a variety of capital markets deals, designed many marketing and branding programs, and managed small- and large-scale investor events. Recently at Callon, Kim developed the company's first corporate philanthropy program and led the development of the SharePoint site.

Kim consistently volunteered her time and held leadership roles in organizations such as the Society of Petroleum Engineers (SPE) and the National Investor Relations Institute (NIRI). She has been recognized by SPE, and her contribution to the investor relations profession has garnered multiple leadership awards and led to her being named a 40 Under 40 member with NIRI. Kim also earned her Investor Relations Charter (IRC)[®] with NIRI. Kim is currently serving on the NIRI Houston Chapter Board.

Kim enjoys binge reading when traveling, running, exercising, and eating very good food.



**Robert L. Williams II
Senior Vice President, Investor Relations
Dell Technologies**

Rob Williams serves as senior vice president, investor relations for Dell Technologies. In this role, Rob is responsible for the strategic direction of investor relations and broad engagement with the external equity, debt, private-equity and capital markets.

Dell Technologies was public from 1986 to 2013 when the company went private in a leveraged buyout. Dell reemerged as a public company in conjunction with the \$67B acquisition of EMC in 2016. Today, the Dell Technologies Family of businesses includes Dell Technologies (NYSE: DELL), Secureworks (Nasdaq: SCWX) and VMware (NYSE: VMW).

In his prior roles, Rob served as vice president, corporate financial planning and analysis (FP&A). He was responsible for three-year, annual and quarterly financial planning, working closely with the chief financial officer, Dell's business unit presidents and business unit CFO's. Prior to Dell going Private, Rob served as vice president, investor relations.

In addition to investor relations and FP&A, Mr. Williams held positions in corporate treasury, finance and marketing. Rob is a member of Dell's Disclosure Review Committee and executive advisor to the Dell Finance Development Program.

Rob is a troop leader in the Boy Scouts of America (BSA) as well as a member of the Tom Wooten Society of the Capital Area Council of the BSA. Rob is the past president of the Austin-San Antonio chapter of the National Investor Relations Institute and is the former member of the Board of Directors of the Austin Children's Museum (now The Thinkery) where he served as chairman of the finance committee. Rob also served for five years as Co-Chairman of Dell's North American Charitable Giving Council.

Mr. Williams received a Bachelor of Business Administration degree in Management from the University of Texas at Austin and a Master of Science degree in Finance from Texas A&M University.

**NIRI Board of Directors Candidates
Associate Member Director (2022-2023)**



Andy Detwiler
Co-founder, President and CEO
Virtua Research
Boston, MA

Andy previously provided independent institutional equity research consulting from Vandham Securities. Before joining Vandham, Andy was President and Director of Detwiler, Mitchell & Co., and President of their broker-dealer subsidiary, Fechtor, Detwiler, Mitchell & Co. At Fechtor, Andy also served as Managing Director of Capital Markets, Director of Research, and Head of Institutional Sales. Andy was employed by Fechtor for 19 years.

He has served NASD District 11 as a member of the District Committee. Andy has a B.S. from the University of Vermont.