



**Josef Kubik**  
**Senior Managing Director**  
**Fixed Income Trading & Underwriting**

CONTACT

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BACKGROUND

Joe is a Senior Managing Director in Fixed Income and joined Northland in 2012. He is responsible for municipal trading and underwriting for multiple offices across the firm. His background includes analyzing investment strategies within portfolios, and assisting with the implementation of these strategies within client accounts. Previously, he worked in investment banking for both Merrill Lynch and Morgan Keegan.

Joe functions as the Business Development Officer (BDO) for the Denver office, for which he is responsible for developing and executing growth strategies. He is a founding board member of the Colorado Municipal Bond Club (CMBC) which exists to further the high standards and principles of the municipal bond industry through good fellowship and social interaction throughout the year.

EDUCATION

He earned his B.A. degree in Economics from Wheaton College in 2004, and his M.B.A. degree from the University of Denver, Daniels College of Business.

PROFESSIONAL LICENSES/DESIGNATIONS

Joe holds and maintains the FINRA Series 7 General Securities Representative, Series 63 Uniform Securities Agent State Law Exam, and Series 52 Municipal Securities Representative registrations.

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