



Ed Schmitz

Director

Investment Banking
Equity Capital Markets

CONTACT

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BACKGROUND

Mr. Schmitz joined Northland Capital Markets in 2023 as a Director in Equity Capital Markets. He has more than 30 years' experience in Institutional Equities and Corporate Services. Mr. Schmitz began his career as a NASDAQ trader at Speer Leeds and Sherwood Securities. He then joined Gerard Klauer Mattison to build and manage the NASDAQ trading desk. When BMO bought Gerard Klauer in 2003, he joined the US operations committee at BMO to oversee the transition along with his other duties. Mr. Schmitz leveraged his trading expertise to join research and sales trading at Rodman and Renshaw, Global Hunter Securities, and Oppenheimer covering Institutional Investors. Prior to joining Northland, he was with the Corporate Services Group at Oppenheimer and the ECM team at BTIG.

EDUCATION

Mr. Schmitz earned a B.A. degree in Finance from the University of South Carolina.

PROFESSIONAL LICENSES/DESIGNATIONS

Mr. Schmitz maintains FINRA SIE Securities Industry Essentials, Series 7 General Securities Representative, Series 55 Limited Representative-Equity Trader, Series 57 Securities Trader Exam, Series 63 Uniform Securities Agent, Series 65 Uniform Investment Adviser, Series 79 Investment Banking Registered Representative, Series 10 General Securities Sales Supervisor, and Series 24 General Securities Principal registrations.

NORTHLAND CAPITAL MARKETS

Northland Capital Markets is a full-service capital markets group focused on growth companies and their institutional and accredited investors. Its investment banking services include public offerings of equity and convertible securities, PIPEs, CMPOs and registered direct offerings, private placements of equity and debt securities, and M&A advisory services. The research group provides in-depth research for leading small and mid-cap companies in growth sectors of the economy, with sector expertise in Business Services, Consumer, Energy, Healthcare, Industrial Growth, and Technology. Northland's institutional sales and trading group provides active market making and trading support in its targeted sectors and coverage companies.

Northland Securities, Inc., Member FINRA/SIPC, Registered with SEC and MSRB, is a diversified financial services firm headquartered in Minneapolis, Minnesota, with branch offices in Colorado, Iowa, Michigan, Ohio, and Wisconsin.