

Will Richens, Managing Director, Fixed Income Strategy, Stifel

Will Richens is a Managing Director in Stifel's Fixed Income Strategy team and head of Stifel's Municipal Strategy Group. Will advises depositories nationwide on balance sheet management, financial projections, capital planning, and fixed income portfolio construction.

In his role as lead municipal strategist, Will guides the firm's municipal due diligence effort, which provides institutional clients with detailed portfolio level and security specific credit analysis aimed at meeting their pre-purchase and post-purchase surveillance requirements. His work highlights developing credit concerns, evaluates areas of acute credit stress, and provides detailed relative value thoughts. In addition, Will also publishes broadly on the changing regulatory and accounting landscape surrounding municipal securities.

Will joined Stifel through the 2015 acquisition of Sterne Agee, where he had led the municipal due diligence effort since 2010. Will is a graduate of Lehigh University with a Bachelor of Science in Accounting and Business Information Systems. He is based in Los Angeles.