

Marcus Smith



Mr. Smith received a B.S. in Business Administration with an emphasis in International Business from Howard University and an M.B.A. from Texas Southern University. After graduating in 1999, he joined Enron Corporation in Houston, where he managed large commercial and industrial accounts for energy customers. In 2001, Mr. Smith joined Reliant Energy as a Senior Marketing Analyst before moving to Rio de Janeiro in 2003 to serve as a Consultant at Brazilian-based real estate company, Spiral Carioca, Inc. Mr. Smith moved back to Houston and joined Smith, Graham & Co. in 2009 as the Vice President of Business Development, contributing to over \$250 million of the firm's asset growth. Mr. Smith joined Salient Partners in 2015 as the Director of Institutional Investments and Ara Partners in 2018 as the Director of Investor Relations.

In 2021, Mr. Smith joined Garcia Hamilton & Associates as a Partner, bringing over 30 years of investment industry experience to the marketing and client service team. He is an industry veteran and worked with Managing Partner, Gilbert Garcia, and other Firm professionals during the early 2000's.