



## Contact

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☎ 401-525-0831

📍 Boynton Beach, Florida

## Education

B.S. Marketing  
**Plymouth State University**  
Spring 1997

## Skills

- Advisor Growth Strategy
- Player-Coach
- Pipeline Acceleration
- Transformational Leadership
- Multi-Channel Recruiting
- Creative Recruiting Strategy
- Culture-Driven Turnarounds

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**The best way  
to predict the future  
is to create it.**

Peter Drucker

# Derek Wright

## Financial Advisor Recruitment & Development

### About Me

Dynamic, tech-forward sales and recruiting executive with 20+ years of success building high-performing teams, developing top advisors, and driving transformational growth across financial services and technology. Proven leader in both corporate and entrepreneurial environments.

### Experience

Sound Income Group (May 2024 - Present)

#### Senior Director Business Development

- Spearheaded a full rebuild of the advisor recruiting function, generating \$1.2M+ in annualized revenue across FIA, AUM, and consulting channels.
- Personally closed or advanced high-value recruits, including \$100M+ AUM RIAs and top FIA producers with \$4M–\$8M annual premium, including the largest deal in company history.
- Built and led a high-output recruiting team, launched webinars and conference funnels, and implemented AI automations through HubSpot to streamline pipeline development and management.
- Served as functional leader of the department, aligning daily execution with firm growth goals and mentoring 6 team members for long-term success.

DCW Consulting (June 2019 - May 2024)

#### Financial Services & Technology Sales Recruiter

- Ran an independent recruiting practice focused on financial services, fintech, and insurtech, placing senior sales talent and advising founders on GTM and compensation strategy.
- Partnered with 30+ growth-stage firms to build sales teams, and drive revenue through strategic senior placements.
- Led executive searches across revenue, data, and risk functions, consistently exceeding placement targets and earning long-term client retention.
- This work built directly on my foundation in financial services leadership and led to my current role guiding advisor recruiting and revenue growth at Sound Income Group.



# Derek Wright

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## Contact

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📍 Delray Beach, Florida

## Accomplishments

- Youngest Sales Development Manager ever appointed at New York Life at age 27
- Ranked #1 in the U.S. for Proactive Agent Retention two consecutive years out of 120+ New York Life offices
- GAMA Frontline Leader Award 2011 and 2012
- Sales Manager Summit Qualifier 2009, 2010, 2011
- Built and sold 25 Point Systems, a sales metrics startup in 2018
- Recruited over 200 advisors, with dozens still thriving in the business
- Personally hired and coached multiple \$100M+ AUM producers across firms and markets

## Experience

25 Point Systems (January 2016 - August 2019)

### Co-Founder & CEO

- Co-founded a sales performance software company serving the life insurance industry, turning a concept into a scalable solution through grit, iteration, and industry insight.
- Built and led a 16-person cross-functional team, fostering a mission-driven culture that continues under new leadership today.
- Raised over \$500K in pre-seed capital and closed enterprise deals with major insurers, proving both product-market fit and commercial viability.
- Successfully exited majority ownership in 2018, remaining on the advisory board as the company expanded internationally under new leadership.

MassMutual (August 2008 - December 2015)

### Sales Manager

- Recruited 9 advisors in one year to launch a new sales unit in Denver before transitioning to a larger leadership role through office consolidation.
- Took over a struggling team in Kansas City, growing it from 15 to 28 advisors and increasing production by over 40%; earned 2x Sales Manager Summit and Quota Buster honors.
- Became a certified Sandler instructor, leading the firm's sales training adoption, before leaving to pursue an entrepreneurial venture, developing digital sales analytics tools for the industry

New York Life (December 2001 - December 2007)

### Sales Development Manager

- Promoted to Sales Development Manager after early production success; led advisor onboarding and training in the New Hampshire office.
- Designed and implemented a development program that drove 40%+ production growth and industry-leading retention in 2002-2003.
- Trained and mentored hundreds of financial professionals across Greater Boston and Greater New York; recognized nationally for case rate, productivity, and retention gains.