



RAYNA LESSER HANNAWAY, CFA

INDEPENDENT DIRECTOR

rayna.lesser@gmail.com

978-810-0190

EDUCATION & CREDENTIALS

Barnard College, Columbia University
B.A., Economics

CFA® Charterholder
CFA® ESG Certificate

NACD Directorship Certification®
Candidate

Brown University/ACT
ICF Level 1 ACC Candidate

PROFESSIONAL EXPERIENCE

Pure Path Ventures
Founder
2025-Present

Polen Capital
Head of Small Company Growth
Team & Portfolio Manager
2017-2025

Fidelity Investments
Equity Analyst & Portfolio Manager
2005-2016

**Jennison Associates & Lord Abbett
& Company**
Equity Analyst
1996-2004

BOARD EXPERIENCE

Raw Artworks
Board Member 2021-Present
Board Chair 2023- Present

**Big Brothers Big Sisters of Eastern
Massachusetts**
Finance Chair 2021-Present

Shore Country Day School
Trustee 2016-2022
Board President 2018-2021

ADDITIONAL CURRENT GOVERNANCE EXPERIENCE

The Trustees of Reservations
Investment Committee Member

SUMMARY

Rayna Lesser Hannaway is an investor, advisor, and board director with nearly three decades of experience studying companies across industries and market cycles. She focuses on innovative small and SMID cap businesses and has developed sharp pattern recognition by evaluating thousands of companies and partnering closely with leadership teams. Beyond investing, Rayna has built an investment franchise from scratch, led its team, and contributed to firmwide operations, giving her a practical view of how investment organizations run and where risks emerge. She now applies this foundation across board work, advisory, and coaching. Her approach blends the insight of an investor, the judgment of a director, and the curiosity of a coach. She is also an entrepreneur who has built a real estate business and is developing a functional beverage and supplement brand, bringing rigorous capital allocation and disciplined execution to new ventures. Rayna brings boards a clear lens on sustainable performance grounded in financial discipline and governance. She is well suited for Audit, Compensation, and Risk committees, and she is open to independent trustee roles on mutual fund and ETF boards, bringing depth in performance and attribution review, fees and expenses, risk and liquidity, and disclosure clarity. Sector expertise includes technology, consumer discretionary and staples, industrials, healthcare, and financial services.

EXPERTISE

Business Strategy, Capital Allocation, and Investor Relations: Rayna brings a distinctive boardroom perspective honed over a 29-year career as a long-term investor focused on innovation. Having analyzed thousands of companies and capital allocation approaches, she translates those lessons into an outsider's inside view on resilient performance, helps boards pressure test strategy and resource allocation, and bridges the gap between directors and shareholders with a clear investor's point of view. She is skilled at aligning strategy, metrics, incentives, and communications so that plans are credible and progress is measurable.

Navigating Disruption, Technology, and Risk: With 18 years as a technology analyst and portfolio manager, Rayna evaluates innovation, disruption, and risk with depth. From the early internet era through cloud and mobile to today's AI, she distinguishes short lived trends from durable transformation and treats cybersecurity as both a core vulnerability and a governance priority.

Collaborative Leadership and Perspective Taking: As the leader of a purpose built, highly collaborative investment team, Rayna fostered a culture of rigorous perspective taking in which every company was examined from multiple angles using red teaming practices. She facilitates thoughtful conversations, surfaces difficult viewpoints, and challenges assumptions, then translates debate into clear options with driver level analysis, decision criteria, and pre mortems to support disciplined choices and faster execution. She models learning orientation and creates space for constructive dissent that improves outcomes.

Governance and Leadership: A two-time nonprofit Board Chair and Finance Chair, Rayna has a strong record of partnering with leadership to set board priorities, drive strategic planning, oversee financials and investments, manage risk, design executive compensation and incentives, mentor new trustees, and lead succession planning and executive transitions.