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Dario Morrone is the vice-president of institutional business development at CIBC Global Asset Management. He leads the firm's sales and business development efforts across Ottawa, Québec, Eastern Canada and the Prairies by building and nurturing relationships with institutional investors, investment consultants and key stakeholders. Dario focuses on building and strengthening relationships with defined benefit pension plans, defined contribution pension plans, foundations, endowments, insurers and family offices, among others. Prior to joining CIBC Global Asset Management in 2025, Dario served as principal and senior investment consultant at Mercer. Building on his background as a retirement actuary, he advised institutional investors on asset allocation reviews, including asset-liability studies and de-risking, manager selection and portfolio structure reviews across public and private markets. He began his actuarial and financial career in 2012. Dario holds a bachelor of science degree and a master of science degree from McGill University, and he is a CAIA and CFA charterholder. He is also a fellow of both the Society of Actuaries (FSA) and the Canadian Institute of Actuaries (FCIA).