

Páraic Cosgrave

BA (Mod) CIFD



Páraic is a highly experienced financial sales professional known for driving profitable and sustainable revenue growth. Early exposure to the dynamic world of capital markets in London and New York provided a strong foundation which enabled him to develop his leadership skills, specifically in the areas of client relationship management and rigorous sales planning. Thereafter, Páraic played key roles in high-growth fintech firms, such as SS&C Technologies, as an investor and sales leader, driving exponential revenue growth.

Throughout the past decade, Páraic has excelled as a global sales strategy leader for asset servicers and asset managers. His expertise and leadership have been sought by companies including BNP Paribas, Abbey Capital, and BNY Mellon. He has shaped effective go-to-market strategies and transformed sales teams to consistently exceed revenue targets.

Currently, as the founder of Knollwood Capital, Páraic runs an advisory firm dedicated to helping companies achieve profitable growth in a sustainable way. His in-depth knowledge of the financial services landscape and ability to drive sales teams make him a trusted partner for businesses whose goals are to deliver and sustain stakeholder value.



Knollwood Capital

Founder and CEO

- Trusted sales consultancy specialising in the financial services industry.
- Utilises data-driven insights and innovative methodologies for transformative growth.
- Expertise in market analysis, strategic sales planning, and successful business expansion.
- Drives optimised sales performance and revenue generation for sustainable growth.

Experience

Asset Servicing



- Global sales and relationship management leader, drove exceptional organic and acquisitive growth.
 - Significant expansion of revenue, employee count and stock value.
 - Key contributions in post-acquisition client development team integration.
 - Designed and implemented strategies for high-growth client retention and expansion.
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Asset Management



- Led global sales and client service teams, raising assets in both the retail and institutional channels.
 - Transformed teams, implemented digital marketing platform, and CRM governance initiative.
 - Repurposed and hired globally creating followership, trust, teamwork and high performance.
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FinTechs



- Led a home-grown start-up during the volatile "dot-com" era, adapting to market challenges and seizing opportunities for growth.
 - Successfully refinanced the company's balance sheet, optimising capital structure and ensuring long-term sustainability in a highly competitive market.
 - Drove the successful sale of the start-up to a Silicon Valley-based early stage FinTech, and onward sale to SS&C Technologies, resulting in a significant return on investment.
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Banking - Capital Markets



- Significant contributions to the operational and trading arms of the investment management and treasury divisions in London.
 - Co-led the sales and discretionary sales and trading group in New York.
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Qualifications

BA (Mod) in Management Science and Information Systems Studies



Trinity College Dublin
Coláiste na Tríonóide, Baile Átha Cliath
The University of Dublin

Certified Investment Fund Director

