

MARKET BRIEF

New York is the largest financial center in the world. Its wealth management firms are **about to change hands.**

Wall Street added 40,000 jobs in the first half of 2026, and profits at the city's five biggest banks jumped 36%. Family offices like Bessemer Trust and multi-family platforms like Hightower Advisors anchor a wealth management market that's entering the busiest ownership transition the industry has seen in years.

1 in 13

Jobs in New York City tied to the securities industry

\$164.8B

AUM at Hightower Advisors, headquartered on Madison Avenue

\$107B

AUM at Bessemer Trust, one of the city's oldest family offices

40,000

Wall Street jobs added in the first half of 2026

THE SUCCESSION WAVE

RIA M&A hit a record in Q1 2026: 142 deals, \$1.67 trillion in AUM changed hands, more than double the \$805 billion transacted in Q1 2025. Nationally, 105,887 advisors plan to retire within the next decade, over a third of the industry's headcount and 41% of its assets. Close to a third of soon-to-retire principals don't have a succession plan yet.

Every one of those transitions needs a CFO who can close a deal's books on schedule and a COO who can merge two firms' operations without losing a client. New York's wealth management firms are hiring for that moment right now.

ROLES WE PLACE IN WEALTH MANAGEMENT

FINANCE & ACCOUNTING

Chief Financial Officer
Controller
FP&A Leadership
Treasury

OPERATIONS

Chief Operating Officer
Head of Operations
Process Transformation

COMPLIANCE & RISK

Chief Compliance Officer
Chief Risk Officer
General Counsel

HR & TALENT

Chief Human Resources Officer
Head of Talent Acquisition

100%

Placement rate on retained searches since 1993

90%

Of our placements earn a promotion within their organization

Top 250

HuntScanlon's 2025 America's Top Executive Search Firms

We've specialized in insurance, wealth management, and financial services since 1993. We know the difference between staffing an RIA through a succession and staffing a family office's first COO hire, and we know it before the first call. The Lyneer Executive Search Strategy™ evaluates every candidate on technical skill, leadership capability, cultural alignment, and long-term growth potential: the four things that actually predict whether a leader succeeds in your firm.

Let's talk about your next New York hire.

The executive search firm for insurance, wealth management, and financial services.

Lyneer Search Group

hello@lyneersearch.com · 646-543-8865

lyneersearch.com · Holmdel, NJ