



**Biography - Ilana Smith**

*Director of Development*

Northwestern Mutual Financial Network

Ilana joined Northwestern Mutual in July, 2008 as Director of Development bringing her financial sales and recruiting background to the Newman District Agency. Prior to working for Northwestern Mutual, Ilana worked as a Sales Representative at Paychex Inc. selling 401(k)s and Flexible Spending Accounts , Director of Client Service at The Advantage Group and most recently as a Pharmaceutical and Medical Sales Recruiter at Sales Recruiters of Rochester. Ilana is a 2002 graduate from SUNY Geneseo with a B.A. in Political Science. She is currently pursuing her Masters in Business Administration at SUNY Albany. Ilana is the Membership Director of the GenNEXT Council and the Chair of the Public Relations Committee for the Lung Cancer Alliance “Shine a Light” event. Ilana resides in Saratoga Springs and in her free time enjoys running, spinning, snowshoeing, skiing and cooking.