

Tom Conlon

Executive Director, Head of Retirement Sales
Morgan Stanley at Work

Tom Conlon is the Head of Retirement Sales at Morgan Stanley. Tom and his team focus their time on helping financial advisors grow their retirement business within their wealth management practices. Focusing on client needs and matching solutions to meet the extensive demands of a modern business, his team helps advisors position Morgan Stanley for employer and employee retirement needs. Tom joined Morgan Stanley in July of 2019.

Previously, Tom spent over three years at Betterment where he helped launch a comprehensive 401(k) solution that combined digital financial advice with a fully bundled recordkeeping solution. Prior to Betterment, he spent over nine years at Prudential Financial where he managed a team of relationship managers overseeing large state government retirement plans.