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Retirement Industry People Moves - 2/28/25

Principal appoints head of retirement solutions; benefits attorney joins Wagner Law Group; Variant Investments appoints head of institutional sales; and more.

Reported by REMY SAMUELS

Segal Group Promotes Yost to Head of Thought Leadership and Insights

Megan Yost announced in a LinkedIn post that she has joined the **Segal Group** as **senior vice president and head of thought leadership and insights**. Yost moves to the parent company from her role as a senior vice president and engagement strategist at Segal Benz (formerly Benz Communications), which was acquired by the Segal Group in 2019.

Yost is a recognized thought leader in benefits communications, particularly in the areas of retirement, financial wellness and employee engagement.

Before joining Benz Communications, Yost spent 10 years at State Street Global Advisors, where she was head of defined contribution experience. She was also an executive committee member of the Defined Contribution Institutional Investment Association.

Attorney Joins Wagner Law's D.C. Office

Joni Andrioff has joined **Wagner Law Group**'s Washington, D.C. office as counsel.

Andrioff is an expert in employee benefits and executive compensation law with more than 35 years of working with employers, service providers and fiduciaries under the Employee Retirement Income Security Act. She also brings experience in all aspects of tax-qualified retirement benefit plans, including design, administration, funding, correction and termination of both defined contribution and defined benefit plans and employee stock ownership plans.

Andrioff has served in leadership positions in various bar and professional organizations, most recently as president of the American College of Employee Benefits Counsel.

Variant Investments Appoints Head of Institutional Sales

Variant Investments announced the appointment of **Christopher Neill** as **head of institutional sales** as it continues to expand into the institutional market.

Neill brings 25 years of experience in institutional sales, business development and client relationships with institutions, intermediaries and high-net-worth families. He reports to **Ryan Warren**, **director of investor relations**.

Before joining Variant, Neill was head of institutional relationships for Aptus Capital Advisors. Prior to that, he was director of institutional sales for Jensen Investment Management.

Voya Hires Sales Director for Wealth Solutions Team

Voya Financial has hired **John Robertson** as a **sales director** for the firm's solution sales team, covering emerging markets in the western part of the Central Region.

Robertson is responsible for selling 401(k), 403(b), health savings accounts and nonqualified plans, as well as Voya's ESOP products to employers with up to $50 million in assets.

Before joining Voya, Robertson served as a regional vice president at John Hancock for almost 18 years, covering multiple states and supporting advisers and plan sponsors with their clients and employees' 401(k) needs. Prior to that, he worked as a financial adviser at Northwestern Mutual and rose to a retirement plan specialist role before moving to the wholesale business.

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