Kevin Callahan Joins Duff & Phelps Investment Management to Lead Institutional Sales and Marketing Efforts

CHICAGO, March 12, 2012 /PRNewswire/ -- Duff & Phelps Investment Management Co., an affiliated manager of Virtus Investment Partners (NASDAQ: VRTS), today announced that Kevin J. Callahan has joined the company in a new position as senior vice president and director, institutional clients. He will lead Duff & Phelps' sales and marketing efforts for its institutional fixed income, domestic and international equity, global infrastructure, and REIT (real estate investment trust) strategies.

(Photo: http://photos.prnewswire.com/prnh/20120312/NY68558)

(Logo: http://photos.prnewswire.com/prnh/20090105/NEM020LOGO)

"Kevin has more than 30 years experience in the investment management industry as a sales and marketing executive with extensive knowledge of equity, fixed income, and alternative strategy products," said Nathan I. Partain, president and chief investment officer. "He also has strong client relationship skills from his prior experience with asset managers and an investment consultant, and those skills will be essential as we look to further grow our institutional platform."

Callahan joins Duff & Phelps after four years with ING Investments, most recently as vice president, senior consultant relations, where he was primarily responsible for positioning fixed income and equity products with the research staffs of global and regional firms.

Prior to ING, Callahan was vice president, marketing, at Riversource Investments, responsible for consultant relations and direct marketing to corporate defined benefit retirement plans, endowments and foundations.

Earlier he worked at INVESCO Capital Management, where he initiated a national direct marketing campaign focused on the corporate defined benefit and defined contribution market. He also was a business development consultant with Aon Hewitt, a national benefits consulting firm.

Callahan holds a bachelor's degree from Northwestern University.

About Duff & Phelps Investment Management
Duff & Phelps Investment Management Co., which has more than $8.6 billion in open- and closed-end funds and institutional assets under management, as of December 31, 2011, has been a leader in investing in real estate investment trusts, infrastructure and utility companies and in developing and managing focused investment strategies for specialized clients, including nuclear decommissioning trusts. It is an affiliated manager of Virtus Investment Partners.

About Virtus Investment Partners, Inc.
Virtus Investment Partners (NASDAQ: VRTS) is a distinctive partnership of boutique investment managers singularly committed to the long-term success of individual and institutional investors. The company provides investment management products and services through its affiliated managers and select subadvisers, each with a distinct investment style, autonomous investment process and individual brand. Virtus Investment Partners offers access to a variety of investment styles across multiple disciplines to meet a wide array of investor needs. Additional information can be found at www.virtus.com.

SOURCE Virtus Investment Partners. Inc.