**Investment Banker**

New York, NY

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**INVESTMENT BANKING | CORPORATE FINANCE & STRATEGY**

Finance executive with over 15 years in investment banking, corporate finance, strategy and operations for global retail and consumer companies. Extensive experience in corporate finance, mergers & acquisitions, leveraged buyouts, initial public offerings, and other equity and debt financing transactions. Known as a results-driven leader, technical expert and a cultivator of talent. ***MBA degree.*** Expertise includes:

* Business Development
* Project Management
* C-Level Negotiations & Client Management
* Mergers & Acquisitions
* Financing & Capital Structure
* Corporate Finance & Accounting
* Strategy Development
* Process Improvement
* Coaching & Mentoring
* Superior Analytical Ability
* Financial & Business Due Diligence
* Extensive Modeling & Valuation

**PROFESSIONAL EXPERIENCE**

**BIG BANK 🞞 INVESTMENT BANKING DIVISION, New York, NY Year to Present**

***Vice President, Corporate Advisory and Transaction Execution, Year to Present***

Serve as a senior banker responsible for providing investment banking advice to and executing transactions for corporate clients within the consumer and retail sector. Advise C-level clients on capital structure, valuation, mergers & acquisitions, debt and equity issuance, and shareholder activism. Manage teams of bankers in all phases of transactions, including preparation of marketing materials, financial modeling, accounting and financial due diligence, documentation, and negotiations.

* Led execution on several initial public offerings of equity (“IPOs”), including ABC’s $383 million IPO (nominated by Big Bank as deal of the year in 2013) and XYZ’s $414 million IPO
* Closed multiple M&A transactions for Great Company, including successful defense against its founder’s $10 billion unsolicited approach (2010), $1.8 billion sale of its 50% interest in its Europe Joint Venture (2013), and $1.3 billion acquisition of the remaining stake in Great Little Company (2012)
* Targeted and coordinated coverage of private equity firms and their portfolio companies from which 30% of $6.6 billion total consumer/retail investment banking fees paid to Wall Street in 2011-2013

***Business Unit Manager, Year – Year***

Served in the chief operating role for the Consumer Retail Group with responsibilities across several disciplines during the financial crisis and its immediate aftermath. Served as the interface between the group and other constituencies inside and outside the firm.

* Drove the annual and ongoing forecasting and budgeting process, including revenue, costs, client coverage, and headcount
* Managed associate, analyst and administrative personnel (65 people), including staffing, performance reviews, compensation, and promotions
* Served as co-secretary of the Commitments Committee, which reviews the suitability of underwriting equity offerings and distributions and other reputational risks

***Associate, Corporate Advisory and Transaction Execution, Year - Year***

* Managed multiple, simultaneous transactions and client advisory assignments
* Transactions included the $7.2 billion take-private of DEF Company, the $890 million sale of JKL and the €5.3 billion acquisition of Delicious’ global business, among others
* Authored the standard leveraged buyout (“LBO”) model for the Investment Banking Division and trained multiple new associate and analysts classes on its use

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**Experience** (continued)

**MANAGEMENT CONSULTING FIRM,** City, ST **Year - Year**

***Manager; Year – Year; Consultant, Year – Year; Analyst, Year - Year***

Served as a strategy and process consultant, mainly for operational turnarounds at retailers. Diagnosed key business issues and developed near-term solutions as well as long-term strategy. Implemented initial response plans across several functions, including merchandising, supply chain, IT, and finance. Managed teams of consultants and client personnel on both strategy and operations projects.

* Led a team to finalize and implement annual strategic planning process for an $11 billion office products retailer, including product roles, financial goals, inventory targets, and marketing budgets
* Created financial and implementation model to contract $150+ million in revenue across three clients. Established the model as the best practice in deal shaping for large implementation projects
* Selected by the EVP of a $500mm discount retailer to research, define, and implement monthly financial review process
* Rated in the top 5% of peers and earned early promotion to Manager

**EDUCATION AND LICENSURE**

**Vanderbilt University Owen Graduate School of Management,** Nashville, TN **Year - Year**

Master of Business Administration

Concentration: Finance and International Studies

* Awards: Good Student Prize, Large Scholarship, Dean’s Scholar

***Summer Internships:***

Summer Associate*,* Another Bank, Investment Banking Division**,** City, ST

Supply Chain Consultant, Asia Entry Strategy, Beer Company, City, ST

**University of State,** City, ST **Year - Year**

Bachelor of Science, Economics

Professional License: Series 7 (FINRA 79 equivalent)