

JOSEPH LOGAN

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Submitted by:



EXPERIENCE

MORGAN STANLEY

Equity Research Associate, Business-to-Business e-commerce (B2B)

New York, NY
(11/99 – present)

- Recently completed B2B e-commerce report to initiate industry coverage with Enterprise Software & B2B e-commerce Senior Analyst.

JEFFERIES & CO., INC.

Equity Research Associate, Internet Software & Services

New York, NY
(7/98 – 10/99)

Modeled future expected financials for companies based on research and company guidance.

Determined price targets using both fundamental analysis and analysis of investor psychology. Wrote published reports and updates. Met with senior officers of companies and analyzed business models to determine candidates for potential coverage. Performed due diligence.

Worked with Susan V.Lacerra, Senior Analyst, Business Services

- Developed “b~e-commerce” industry coverage and co-wrote 130 page B2B e-commerce report.
- Supported PurchasePro IPO.

Worked exclusively with Bruce D. Smith, CFA, a veteran Senior Internet Analyst.

- Analyzed Yahoo!, Excite/@Home, Infoseek, Lycos, America Online, WorldGate and Network Associates. Preliminary analysis of iVillage, SportsLine, About.com, C|Net, and MarketWatch.com.
- Supported WorldGate IPO.
- Researched Internet industry trends and developments.
- Discussed Internet industry potential with institutional investors.
- Maintained internal Internet stock index.

CREDIT SUISSE FIRST BOSTON

Financial Analyst, Global Mergers and Acquisitions

New York, NY
(7/96-7/98)

Extensive modeling/valuation experience: Performed pro forma analyses of US and foreign companies, recapitalization, LBO, weighted average cost of capital and Discounted Cash Flow analyses. Performed comparable company, break-up, and comparable transaction analyses. Wrote Offering Memoranda. Performed Due Diligence.

- Managed modeling and process for several deals including, Air Products’ sale of its 50% share of American Ref-Fuel to Duke/UAE, and K&F Industries’ recapitalization.
- Worked closely with Senior Vice President to create M&A idea origination group (transaction development group) while actively working on live transactions.
 - Researched and produced reports and presentations on consolidating industries to identify and evaluate M&A opportunities. Developed ideas for M&A industry groups and worked with deal teams to pitch ideas to existing and potential clients including private equity firms.
 - Industries covered included defense/aerospace, information technology, energy, telecommunications and networking equipment, accounting, HVAC, logistics, and textiles.
- Worked with Information Technology Department to originate and develop M&A systems and databases to facilitate information collection and retrieval for firmwide use. Built system to target potential LBO candidates.

Selected as Williams College recruiting team captain and as guide for First Year Analyst training.

INTERNSHIPS

ANACONDA CAPITAL Assisted arbitrage trader while attending school, 1995-1996

Williamstown, MA

BANKERS TRUST Summer Associate for top-ranked Metals & Mining High Yield Analyst, 1995

New York, NY

HENDERSON BROTHERS Summer Intern for Specialist firm on floors of NYSE and NYFE, 1994

New York, NY

EDUCATION

PRINCETON UNIVERSITY

B.A. in American History with concentration in Math, June 1996

Princeton, NJ

- Related classes included: Finance and Capital Markets, Advanced Math of Finance, Tripod: The Story of a New Venture, Money & Math, Social Psychology

College Activities: Varsity player on nationally ranked golf team.

Co-led Faculty/Student committee to select new American History professor.

St. Joseph’s School Graduated with honors in Math and Art, June 1992

Summit, NJ

- SAT Scores: Math: 770, Verbal: 700

INTERESTS

Golf, 20th Century American Literature, exploring U.S. National Parks, and fitness activities