



CANDIDATE NAME

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EXPERIENCE

June 2004 –
Present

COMPANY NAME

City, ST

Investment Banking Analyst – Consumer Group

- Key member of X's Consumer Group, helped to secure and execute multiple advisory and financing engagements
- Acted as an integral member of small deal teams, exceptional performance was rewarded with unique high-level responsibilities relating to project and client management, selected to develop and facilitate formal training sessions for incoming analysts, actively participated in the analyst recruiting process
- Offered direct promotion to Associate upon completion of third year as Analyst

Advisory Transactions:

- Sell-side advisory of The X Company to X Partners
 - Interacted directly with Managing Director level banker during all aspects of transaction including final negotiations of stock purchase agreement, served as a primary day-to-day contact for senior management, authored comprehensive offering materials, marketed client to potential strategic and financial acquirers, coordinated financial, legal and environmental due diligence and interacted with both the client's and acquirer's legal, accounting and consulting teams
- Worked directly with early stage consumer companies to make strategic decisions on how to proceed with potential sale, debt financing or public equity raise, constructed numerous financial models used in evaluating the pro forma financial impact of alternative financing structures for various potential transactions
- Additional advisory transactions include the sell-side advisory of X to X., the sell-side advisory of X's Distribution, the sell-side advisory of a branded ethnic food company and multiple buy-side engagements

Financing Transactions:

- \$300 mm joint-bookrun initial public offering of a leading vertically integrated product manufacturer (unannounced)
 - Created initial pitch to win bookrun business, led valuation analysis for an emerging industry, interacted with management to help develop detailed financial model for multiple ethanol plants
- \$86 mm bookrun initial public offering of X (in registration)
 - Developed model with CFO to project free cash flow payments from joint venture agreement with XXX to build a biodegradable plastics manufacturing facility, performed due diligence on early stage product manufacturing program
- \$100 mm joint-bookrun follow-on offering of X (in registration)
 - Created materials for CFO based on recent manufacturing plant investments, spearheaded multi-segment financial and due diligence effort, prepared roadshow presentation with CEO and CFO
- \$65 mm joint-bookrun initial public offering, \$98 mm joint-bookrun follow-on offering and \$45 mm sole-managed follow-on offering of X
 - Refined future store unit level economic assumptions and operating model with CFO and collaborated to build an option expense model to reflect the full impact of FAS 123R on future projected earnings
- Additional financing transactions include the \$64 mm bookrun initial public offering of X and the \$239 mm joint-bookrun initial public offering of X

EDUCATION

1999 - 2004

UNIVERSITY, SCHOOL NAME

City, ST

Double Major with Bachelor of Science in Business Administration and Accounting

- GPA: 3.6/4.0
- Financed full educational and personal costs in final three years by working 30+ hours per week
- Intern to the CFO of the Athletic Corporation in the fall of 2003
- Member of multiple University organizations including Phi Kappa Psi Fraternity (President 2003)

PERSONAL

Interests include current events and other non-fiction reading, enjoy baseball, football and golf