

# John Smith

1st Ave, New York NY - jsmith@hotmail.com - 555.867.5309

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## EXPERIENCE

### Morgan Stanley

Investment Banking Credit Associate

New York, NY

June 2022 - PRESENT

Project finance and infrastructure lending, with coverage encompassing global sports & entertainment and US transportation, energy, and P3s. Initially joined the team as an Analyst and was subsequently promoted to Associate. Responsibilities included core work streams across complex transactions (direct lending, M&A, LBOs, sponsor-backed, etc.) from initial proposal through execution, including in-depth financial analysis, modeling and valuation, structure recommendations, due diligence, and key materials preparation, as well as evaluation of market dynamics and optimal capital structures across multiple product areas spanning debt/equity to mezzanine financing and other hybrid solutions. I received the highest performance ratings (top 1%) in consecutive annual reviews.

#### • Selected Transaction Experience:

- \$650MM Miami Freedom Park — Inter Miami CF's New Stadium & Debt Refinancing
  - Spearheaded operating and DCF models incorporating preferred equity features to evaluate debt capacity
  - Executed diligence across franchise business model, construction framework, and legacy financing; prepared key presentation and marketing materials on client, new stadium project, and pro forma capital structure
- \$2.3B Construction of the Las Vegas Sphere
  - Shaped material structural terms, with achievement of revised construction milestones and spin-off related provisions for sole-lender term loan facility; engaged with client's CFO and Treasurer to enhance operating and debt service model
  - Developed bespoke benchmarking framework for first-of-its-kind immersive entertainment venue— selected and adjusted non-traditional comparables to capture atypical market profile and inform medium-term financial outlook
- \$500MM Redevelopment Project in the Port of Long Beach
  - Built 3-statement model and directed comparative analysis across 25+ ports in North America to support valuation and assess competitive positioning; partnered with client executives to examine and refine capital deployment strategy
  - Negotiated structural protections and improved hedging mechanics; ran comprehensive macro and tariff sensitivity scenarios to validate optimal debt sizing and underpin transaction approval
- \$5.3B Sale of Chelsea FC to Todd Boehly-led Consortium
  - Synthesized insights from due diligence efforts to refine projections, quantify pro forma leverage impact, and inform post-close ownership dynamics; identified key Premier League and UEFA regulations to inform compliance strategy
  - Led enterprise valuation, including creation of a proprietary sports franchise valuation methodology later adopted as standard reference for cross-functional sports franchise credit assessment
- \$300MM Leveraged Buyout — Private Equity Firm's Acquisition of Logistics Technology Company
  - Constructed LBO model with multiple operating cases and capital structures; assessed client contract base to evaluate long-term revenue durability and identify routes of strategic expansion opportunity
- \$4.2B New Terminal 6 Project at JFK Airport
  - Completed DCF valuation and coordinated diligence across airline lease structures, construction phasing, concession agreements, sponsor equity commitments, and aeronautical revenue forecasts
  - Drafted committee memos and delivered presentations to senior leaders that secured critical approvals

### J.P. Morgan

Investment Banking Credit Summer Analyst

New York, NY

June - Aug. 2021

Supported transaction analysis for in-progress P3 transactions, healthcare deals, and infrastructure proposals. Developed long-horizon policy impact assessment that shaped internal healthcare views and was highlighted by senior leaders.

### Western Alliance Bank

Commercial & Corporate Banking Intern

San Diego, CA

May - Aug. 2020

Evaluated loan portfolios and performed underwriting for commercial term loans on Southern California real estate. Analyzed financial spreads and recommended refinancing options for COVID-19 impacted businesses to management teams.

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## EDUCATION

### New York University— B.A.

Double major in Economics and Ancient Studies— GPA: 3.95

2018 - 2022

Athena Scholar, Economics Research Assistant & Teaching Fellow ('20-22), Classics & Ancient Studies Research Intern ('21-22)  
*Distinctions:* Emily de Graff Award in Classics & Ancient Studies, Economics Thesis Award, Marion Alice Hoey Scholarship

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## PERSONAL

*Skills:* Financial Modeling, Valuation, Data Analysis, Risk Management, FactSet, PitchBook, Moody's, Bloomberg, CapIQ

*Interests:* Skiing, mountain biking, robotics (FRC alumna), thriller/mystery cinema, ancient languages— Attic Greek and Egyptian