

Jonathan Hale

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PROFESSIONAL EXPERIENCE

Blackstone

August 2019 – Present

Private Equity Associate – Primary Buyout Fund Investments, Secondary Transactions, Co-investments

- Completed due diligence on 17 fund investments that received closed commitments from firms clients
- Evaluated 25+ direct co-investment opportunities and secondary transactions, nine of which closed (representing more than US\$400 million of committed capital)
- Manage client relationships through regular pipeline discussions, pacing analysis, and attending board meetings

Select Transaction Experience:

Project Canyonlands – ~\$1.5B transformational acquisition that creates an end-to-end mainframe solutions provider

- Prepared investment committee materials and presented financial analysis to investment committee

Project Puma – ~\$10M co-investment as part of a ~\$200M acquisition of a leading provider of I/DD services in California

Project Rainbow – ~\$4B carve-out of a leading professional haircare player from one of the largest global beauty companies

- Prepared internal briefing materials, question lists for the GP, and various financial and sensitivity analyses

Project Samson – ~\$200M secondary investment into a continuation fund vehicle alongside a leading Global Buyout PE firm

- Prepared investment committee materials, question lists for the GP, and secondary model, consisting of a roll-up of individual LBO models for the two underlying companies with multiple scenarios

Project Vortex – ~\$40M secondary transaction involving a portfolio of 11 companies, acquired at a ~95% discount to NAV

- Prepared investment committee materials, question lists for the GP, and secondary model, consisting of a roll-up of individual LBO models for each of the eight largest positions by NAV

Bank of America

June 2018 – July 2019

Analyst – Mergers & acquisitions; Media & Telecom, Industrials, Transportation

Select Transaction Experience:

Project Chipper – Sell-side advisor on potential sale of a vertically-integrated lawn and garden products provider

Project Ranger – Sells-side advisor on a potential ~\$70 million sale of asset-based regional trucking company

EDUCATION

McIntire School of Commerce, University of Virginia – Charlottesville, VA

August 2014 – May 2018

B.S. in Commerce

GPA: 3.62; SAT: 2260 (Math: 740, Reading: 750, Writing: 770), SAT II Math Subject Test: 800; Dean's List

Alpha Phi Alpha Fraternity

- Vice President (January – December 2017) – assumed leadership in a period of instability, responsible for leading fundamental restructuring of the chapter; served as liaison to national advisors; managed \$3,000 budget to plan chapter events
- Ritual Officer (January – December 2016) – coordinated alumni relations; ran Initiation ceremony and trained the chapter of 140 girls to perform Initiation for new members

January-Term Abroad: Johannesburg and Cape Town, South Africa

January 2017

3-week social entrepreneurship course: South Africa's Emerging Business Market & Democracy

London School of Economics & Political Science

July 2015

3-week summer course in Accounting

EXTRACURRICULAR

Access Distributed – New York, NY

January 2021 – Present

Mentorship program focused on expanding access to finance for undergraduate students from underrepresented backgrounds

Skills: Microsoft Office, FactSet, Capital IQ, Bloomberg, Pitchbook, Salesforce, Tableau, Series 7

Interests: Great American Road Trip, Hiking, Running, Photography