

# JOHN DOE

Address in London

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## PROFESSIONAL EXPERIENCE

### Real Estate & REIT Modeling (Breaking Into Wall Street)

Feb. 2013

*Online Financial Modeling Training Program*

- Created real estate development model for office complex with waterfall returns modeled for multiple equity investor classes and developer promote levels
- Built model for hotel renovation with sensitivity tables to determine optimal level of renovation funding vs. upside in IRR
- Created 3-statement model with projections over 5 years for Avalon Bay (AVB), a leading residential REIT; based model on segment-by-segment buildup for same-store, development/redevelopment, acquisitions, and dispositions
- Valued Avalon Bay (AVB) using public comps and precedent transactions and metrics and multiples such as FFO and AFFO, as well as Net Asset Value (NAV) model; completed Levered DCF and Dividend Discount Model; and learned concept behind Replacement Value methodology

### London Boutique Bank

London, UK

*Investment Banking Associate*

Dec. 2011 – Dec. 2012

- Worked on 4 deals, including sell-side M&A and equity financings; prepared sale and financing models and deal marketing materials; and managed buyer/investor communication including marketing and diligence
- Selected Transaction Experience:
  - Potential £3m Equity Financing of Telehealth Software Company
    - Created 3-statement financial model; managed marketing and diligence with 13 investors leading to receipt of term sheet for investment, as well as a potential industry partnership and investment from large global health company
  - Potential £10m Sale of Software Testing Company
    - Performed analysis during pre-marketing diligence to craft a positive turnaround narrative, resulting in determination of performance targets and a logical transaction timeline

### Los Angeles Boutique Bank (Now Known as Boutique Bank)

Los Angeles, USA

*Investment Banking Analyst, Promoted to Associate in 2010*

May 2007 – Jul. 2011

- Worked on 8 deals, including sell-side and buy-side M&A, leveraged buyout, and debt and equity financings; constructed merger, LBO, and financing models, prepared deal marketing materials including information memoranda and management presentations; assisted Managing Directors with development and negotiation of deal terms and transaction structures.
- Completed more than 50 financial advisory engagements for Tax, Compliance, General Advisory, and Intangible Assets including Fairness Opinions, PPAs, Goodwill Impairment, IP, BEV, and 409A.
- Selected Transaction Experience:
  - Merger of Media Company and Media Company
    - Conducted detailed reconciliation of the subsidiary's historical financial statements, constructed merger model, created investment memorandum and management presentation, and managed final transaction diligence
  - \$3m recapitalization of telecommunications company followed by potential \$30m LBO of strategic add-on
    - Created financial model to value the company's preferred equity for the recapitalization
    - Created LBO model for the strategic acquisition, leading to agreed term sheet for acquisition and 3 term sheets from debt investors to finance the purchase

*Fund – Senior Debt Fund*

- Researched the impact of the credit crunch on small business lending activity; research was used to develop the fund's thesis and was a key part of the marketing used to secure the fund's initial \$5m commitment.
- Analyzed more than 20 investment opportunities and drafted investment committee memorandums presenting my investment recommendations, resulting in 3 investments for \$1.5 million in total.

## EDUCATION

### University of Southern California

Los Angeles, USA

*Bachelor of Science Business Administration, Dual Emphasis in Finance and International Business*

May 2007

- (23<sup>rd</sup> Ranked US University, 10<sup>th</sup> Ranked US Undergraduate Business Program)
- **GPA:** 3.32 / 4.0    **GMAT:** 720 / 800    **SAT:** 1540 / 1600
- Presidential Scholarship, Marshall Business Scholarship, National Merit Scholarship, Delta Sigma Pi Business Fraternity

### Universita Commerciale Luigi Bocconi

Milan, IT

*Emphasis in International Business*

Aug. 2005 – Dec. 2005

## SKILLS, CERTIFICATIONS, & INTERESTS

**Languages:** English – native; Italian – intermediate

**Certifications & Training:** Chartered Financial Analyst Program - Level III Candidate

**Interests:** Brazilian Jiu Jitsu, Poker, Weight Lifting, Member of American Mensa