

John Smith

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WORK EXPERIENCE

Top BB/EB

Investment Banking Analyst

West Coast, United States
July 2016 – Present

- **Sell-side auction of a portfolio of managed care organizations generating \$100 million in EBITDA**
 - Led a leveraged buyout and discounted cash flow analysis focused on the effect that government-imposed reserved cash requirements have on a sponsor's returns; the analysis helped the deal team compare the value a sponsor would assign to the business versus a strategic acquirer
 - Assisted in creating a CIM and management presentation by meeting with management and iterating with the deal team; the process provided valuable experience into broad auction M&A
- **Buy-side pitch for a global IT distributor proposing a \$4 billion acquisition of a competitor**
 - Led the preparation of discussion materials that included: a high-level accretion/dilution model, industry research and rationale for consolidation, and LTM trading prices and multiples
 - Concluded that the deal made strategic sense by further globalizing the business, in addition to being financially attractive due to several opportunities for cost synergies
- **Buy-side client servicing for a potential management buyout of a diversified holdings company**
 - Determined the total amount of additional leverage available to the business by using management's projections to evaluate the point at which forward leverage ratios would violate covenants on existing debt
 - Created a detailed share ownership summary and volume-weighted stock price analysis to determine the changes in positions and prices paid by top shareholders over the last year; this analysis helped to understand the purchase premium needed to incentivize shareholders to sell

Boutique Asset Management

Summer Intern

East Coast, United States
2014

- **Convertible Debt Investment in a Junior Copper Producer**
 - Prepared a net asset value model to analyze the price of common shares relative to the convert price; determined asymmetric risk/reward was available in the debentures; investment returned 22% over its lifetime
- **Equity Investment in a Fabless Semiconductor Company**
 - Performed analysis to determine the implied common share price, including discounted cash flow, three-statement operating model, and tax asset valuation; investment returned 30% over its lifetime
- **Equity Investment in an Oilfield Equipment Rental Company**
 - Visited Bakkan Region to research oilfield service companies with exposure to oil & gas development; deliverables included five equity research reports and an industry primer

EDUCATION

Non-Target

Bachelor of Business Administration – Cumulative GPA: 3.9/4.0

Not United States
2012 – 2016

- Summa Cum Laude, Dean's List (2012 – 2016)
- Graduation Award (2016) – Academic excellence
- Investing Award 1 (2016) – Demonstrated academic excellence
- Investing Award 2 (2016) – Highest grade in course
- Scholarship 1 (2015) – Demonstrated academic excellence
- Scholarship 2 (2014, 2015) – Academic excellence, leadership, and community involvement
- Relevant Coursework: Fixed Income Securities Analysis, Corporate Finance, Corporate Valuation, Mergers & Acquisitions, Macroeconomics, Private Equity, Management Science

ADDITIONAL

CFA Institute, Level II Candidate

2016

Investment Club, Senior Leader

2016

National Student-run Charity, Executive

2016

Other Interests: Fitness, Outdoor Activities, Painting, Food