

# FIRST MIDDLE LAST

??? Address Street, Somewhere, ZZ •

(???) ???-???? •

[First.Last@gmail.com](mailto:First.Last@gmail.com)

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## PROFESSIONAL EXPERIENCE

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### STARTUP COMPANY, INC.

NEW YORK, NY

Financial Analyst

August 2012 - Present

- Conduct industry, competitor, and regulatory analysis to keep abreast of market changes; brief management on findings.
- Create and maintain an in-depth database of comparable diagnostic IPO's, LBO's, M&A, bond offerings, and licensing.
- Model and evaluate laboratory service proposals for the **Startup Company** Laboratory.
- Forecasted financial projections and authored a market overview for a \$??0K project grant.
- Drafted shareholder correspondences and determined allocations for a \$?.?MM Series A preferred stock offering.
- Assist with investor relations by tracking inquiries and monitoring the company's publicly available information.

### GENERIC REAL ESTATE BROKER

STATE, ZZ

Licensed Real Estate Salesperson

April 2010 - Present

- Serve as independent advisor to a range of investor clients in residential property acquisitions. Perform comparable and market analysis, estimate values & costs, and connect investors with value-added resources.
- Sourced, negotiated, and/or advised on \$?.?MM+ in real estate transactions, representing an aggregate ROI of ??%.
  - **Recent transactions:**
    - **Address #1:** Purchase Price - \$140K, Remodel Estimate - \$40K, Sale Price - \$240K, Holding Period - 60 Days
    - **Address #2:** Purchase Price - \$155K, Remodel Estimate - \$60K, Sale Price - \$300K, Holding Period - 213 Days
    - **Address #3:** Purchase Price - \$160K, Remodel Estimate - \$40K, Sale Price - \$350K, Holding Period - Pending
    - **Address #4:** Purchase Price - \$250K, Remodel Estimate - \$50K, Sale Price - \$360K, Holding Period - Pending

### BOUTIQUE INVESTMENT BANK, LLC.

NEW YORK, NY

Analyst Intern

September 2011 - December 2011

- Modeled merger & acquisition (M&A) and leveraged buyout (LBO) transactions in the **INDUSTRY** and **INDUSTRY** industries.
- Valued companies using multiples, comparable companies, and discounted cash flow (DCF) analysis.
- Presented investment analysis and summaries to managing directors and institutional investors.
  - **Buy-side M&A for \$?.0BN public **INDUSTRY** company:**
    - Built full merger model evaluating acquisition of a \$?0MM specialty **DEVICE** company.
    - Prepared DCF analysis of the target which indicated an intrinsic value of \$?? per share.
    - Model resulted in ?.0% EPS accretion, assuming ??% debt financing.
    - Prepared a pitch book summarizing findings and presented analysis to managing directors.
  - **\$?.?MM leveraged buyout of an **INDUSTRY** manufacturer:**
    - Built full LBO model including term loans, seller's note, and mezzanine financing with PIK interest.
    - Prepared DCF analysis which indicated an intrinsic value of \$?.?MM.
    - Determined LBO's best case scenario IRR to be ??%, based on an industry average EBITDA multiple of ?.1x.
    - Presented findings to managing directors and authored investment report for distribution to partners.

### SMALL FAMILY COMPANY, INC.

STATE, ZZ

Chief Operating Officer

July 2006 - September 2011

- Managed all value-added projects for a \$?.?MM family-owned real estate investment firm focused on **COUNTY** County.

- Insourced marketing and introduced a new sales program, increasing annual inventory turnover by 40%.
- Conducted a cost analysis of renovation activities and created new labor model, saving an average of \$180K/year.
- Spearheaded the reorganization of employees into a separate corporation, reducing liability and simplifying tax reporting.
- Recognized unsustainable market trends and mitigated risk to firm assets by reducing exposure to the Phoenix market.
- Recommended removal of firm and family assets from **BANKNAME** Bank in 2009 based on the bank's heavy exposure to a continuously declining real estate market. In 2010, the bank was placed into receivership by the FDIC.

*Operations Manager*

*March 2004 - July 2006*

*Project Coordinator*

*June 2002 - March 2004*

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## EDUCATION & TRAINING

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### **FINANCE TRAINING PROGRAM**

**NEW YORK, NY**

*Investment Banking Analyst Training Program*

*August 2011 – September 2011*

- Trained intensively with senior bankers and portfolio managers to value companies and simulate transactions. Learned to conduct research and interpret metrics and ratios.
- Built a detailed case study valuation of **COMPANY**, and discussed investment thesis with classmates.

### **BREAKING INTO WALL STREET**

**INTERNET BASED**

*Financial Modeling Training Program*

*April 2011 – June 2011*

- Created operating model, valuation, DCF, merger, and LBO models based on case study of Apple and Research in Motion.
- Used SEC filings and equity research as basis for models. Learned how to adjust numbers and make appropriate assumptions.

### **STATE UNIVERSITY, BUSINESS SCHOOL**

**STATE, ZZ**

*Bachelor of Science in Economics*

*December 2009*

- **Relevant Coursework:** Macro/Microeconomics. Regional/International Economics. Public Finance. Monetary Dynamics. Financial Statement Analysis. Business Statistics. Business Forecasting. Probability. Mathematical Analysis. Calculus.
- **Research Experience:**
  - *Title #1:* Analyzed effect of public interest, subsidies, and technology on energy-producing firms.
  - *Title #2:* Led team of 6 to adapt EPA emissions trading model for express lane permits system.
  - *Title #3:* Led team of 4 to statistically evaluate US housing market and produce price forecasts.

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## ADDITIONAL QUALIFICATIONS

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- **Software Proficiencies:** MS Word, Excel, Powerpoint, Outlook, Visio (PC & Mac versions).
- **Research Suites:** FlexMLS, CIMLS, Loopnet, Thomson ONE, Capital IQ, Edgar Online.
- **Licenses:** Active **STATE** Real Estate Salesperson License #?????????????.

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## PERSONAL

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- **Affiliations:** National Association of Realtors, American Economic Association, International Association for Energy Economics,
- **Languages:** Arabic (Beginner), Italian (Beginner), Spanish (Beginner).
- **Interests:** Martial arts, Tai Chi, Yoga, Rock-climbing, Hiking, Snowboarding, Texas Hold 'em.

*References available upon request.*