

## SENIOR INVESTMENT BANKING SALES ANALYST

### Summary

To obtain a sales position utilizing my sales, leadership, consultative, and strategic thinking strengths.

### Experience

#### Senior Investment Banking Sales Analyst

May 2013 to Current Company Name i¼ City , State

- 2014 Quota Attainment - 195% Outside sales of Investment Banking solutions including financing, mergers, and acquisitions Closed over \$70 Million in strategic Investment Banking solutions to the renewable energy vertical Strategically partnered with investors, developers, businesses, and municipalities to close and accelerate deals Project managed entire sales cycle from finding and qualifying the opportunity, to securing financing and government incentives, to reviewing due diligence and closing the deal Collaborate with internal execution team to accelerate sales by working on deal structuring and transaction cost management.

#### Investment Banking Sales Analyst

February 2012 to May 2013 Company Name i¼ City , State

- 2012 Quota Attainment - 167% Outside sales of Investment Banking solutions including financing, mergers, and acquisitions Closed over \$40 Million in strategic Investment Banking solutions to the renewable energy vertical Strategically partnered with investors, developers, businesses, and municipalities to close and accelerate deals Project managed entire sales cycle from finding and qualifying the opportunity, to securing financing and government incentives, to reviewing due diligence and closing the deal Collaborate with internal execution team to accelerate sales by working on deal structuring and transaction cost management.

#### Investment Sales Analyst

January 2011 to February 2012 Company Name i¼ City , State

- 2011 Quota Attainment - 240% Responsible for building, maintaining, and sales related to a \$10 Million Managed REIT Hedge Fund Conduct quarterly credit analysis and reviews for company and investors to build successful long term partnerships Created detailed reporting and compliance reporting including financial statements and fund performance Implemented Global Investment Sales and Performance Standards across the firm.

#### Registered Investment Representative

March 2009 to January 2011 Company Name i¼ City , State

- 2010 Quota Attainment - 180% Responsible for assisting in sales and research for multiple hedge funds Created weekly portfolio attribution reports based on asset type and REIT operating sector to assist with securing new clients Enforced compliance of internal code of ethics Supported portfolio manager's investment thesis by analyzing and concluding that REIT preferred shares outperformed common shares directly after equity offerings in the beginning of the second quarter 2009 Surveyed over 330 properties and projected revenues for future performance.

#### Outside Sales Representative

June 2008 to April 2009 Company Name i¼ City , State

- Responsible for booking over \$100K in revenue.
- Full-service tour operator specializing in trips to Mexico as well as College Football game day trips.
- Arranged travel for over 100 clients and successfully negotiated multiple sales and marketing contracts.
- Door Knocked and walked up to people to drive sales.

#### Financial Analyst

December 2008 to January 2009 Company Name i¼ City , State

- Created \$3.4 million Real Estate Development proposal for a multi-family residential community in San Antonio.
- Created an asset-level pro-forma and financial model to achieve target IRR's of 18% or better.
- Competed and defended proposal in the National NAHB Competition in Las Vegas.

### Education

Bachelor of Science : Finance , December 2009 Arizona State University, W.P. Carey School of Business i¼ City , State GPA: Magna Cum Laude, Dean's List, Tempe Diablo's Scholarship recipient Finance Magna Cum Laude, Dean's List, Tempe Diablo's Scholarship recipient

### Interests

Endowment Fund Chair Outstanding Graduating Senior Raised over \$1,500 dollars through fundraising and business sponsorships Participated in numerous community service events like Habitat for Humanity, Project Cure, and Ronald McDonald House President Barack Obama Scholar's Program Mentor, Student mentor to President Obama Scholarship Program recipient

### Skills

acquisitions, closing, contracts, credit analysis, clients, due diligence, equity, financing, financial, financial statements, funds, government, Investment Banking, marketing, mergers, Outside sales, proposal, Real Estate, reporting, research, Sales, San, strategic, type

### Additional Information

- Delta Sigma PI: Endowment Fund Chair Outstanding Graduating Senior Raised over \$1,500 dollars through fundraising and business sponsorships Participated in numerous community service events like Habitat for Humanity, Project Cure, and Ronald McDonald House

President Barack Obama Scholar's Program Mentor, Student mentor to President Obama Scholarship Program recipient