Resume Packet

NO.	STUDENT	GRAD DATE
1	Adam, Richard	May 2018
2	Chou, Max	May 2018
3	D'Angelo, Brevan	May 2018
4	Dombrowski, Alexandra	May 2018
5	Kim, Nicholas	May 2018
6	Klein, Matthew	May 2018
7	Martin, Robert	May 2018
8	Sabharwal, Karan	May 2018
9	Stroebel, S	May 2018
10	Thrasher, Robert	May 2018
11	Williams, Daniel	May 2018

DASH ADAM

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Majors in Finance and Strategic Management **2016 – 2018**

- Received 'Joseph Wharton Fellowship,' **–** awarded to students with outstanding records of academic, personal, and professional achievements
- Officer in PE / VC Club and member of Wharton Analytics Club
- InSITE Fellow **–** a two-year leadership development program that connects graduate students with emerging tech companies

PRINCETON UNIVERSITY **Princeton, NJ**
Bachelor of Arts; Major in Classics; *Magna Cum Laude*; *SAT Score: 800/800 (M/V)* **2008 – 2012**

- Thesis: *Measures of Mourning*: Death and the Pompa Funebris in Latin Love Elegy
- Elected 'Leader of the Year' for pre-orientation Outdoor Action (OA) programs

EXPERIENCE

BREGAL SAGEMOUNT *($1.5B+ AUM private equity firm)* **New York, NY**
Intern Associate **Spring & Summer 2016**

- Performed "deep dive" research into different technology-enabled services and software sectors, such as Environmental, Health, & Safety Software industry and Transportation Management Software industry. Developed new investment theses to explore. Firm is actively pursuing opportunities in four of the researched markets
- Identified and applied investment criteria to confidential information memorandums (CIMs) from investment banks and pitches from management teams to make investment recommendations to the Sagemount team
- Sourced and evaluated growth-stage software investments through active outreach to companies and management teams within prioritized sectors and verticals. Sagemount continues to build on these relationships to source active investments

MONITOR DELOITTE **Washington, DC**
Senior Consultant **2015 – 2016**
Consultant **2014 – 2015**
Business Analyst **2012 – 2014**

- Promoted after one year - quickest promotion to Senior Consultant at Monitor Deloitte within the southeast practice

Representative project work includes:

- Led a team of 6 for 18 months that created a new consulting market offering for federal clients. Crafted the go-to-market strategy through in-depth research, discussed potential work opportunities with Deloitte leaders of over 15 major client accounts, created offering's differentiated value proposition, and contributed to several thought-pieces. Offering earned $13M in net new sales in FY15 and has a $30M target for FY16
- Developed market entry strategy for global, publicly traded billing support services provider. Prioritized key customers, identified cybersecurity needs, and helped craft high-level value proposition for client to establish a new cybersecurity business unit. Business unit launched in early 2014 and later spun off from its parent company before being acquired in 2016
- Defined growth strategy for technology start-up looking to make initial sales through more effective market positioning. Client immediately updated value proposition as a result and experienced strong annual growth
- Managed a team of 2 analysts and a consultant to build out a customer segmentation for current, United States Postal Service (USPS) individual consumers. Led development of the model that quantified the different segments and oversaw the formulation of strategic recommendations based on analysis. USPS used findings to shape interactions with all major customer groups
- Built a go-to-market approach for a new, USPS digital product by using ethnographic inspired research practices to develop customer insight. Interviewed research subjects, identified customer needs, and crafted product recommendations based on needs. Product will launch in late 2016
- Created a growth strategy for a $1.4B Navy weapons development agency that needed to increase sales in a tightening budgetary environment. Quantified and prioritized target customers, built out a business development process for the organization, and present briefings to agency executives. Federal client adopted recommendations
- Evaluated market size and developed an operating model design to enable world's largest consumer packaged goods company to partner with $70B shipper to send products directly to consumers. Quantified the market opportunity and created the operating model for the program. Companies are currently rolling out a pilot of the partnership

ADDITIONAL INFORMATION

- Other interests include: investor, avid listener of the podcast *Planet Money*, mentor to University of Pennsylvania undergraduates through Wharton Guide program

MAX I. CHOU

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Real Estate and Management **2016-2018**

- Member of Investment Management, Restructuring and Distressed, WAAAM, Basketball, and Ski clubs
- Receipt of Robert Toigo Fellowship and David Fann Fellowship
- GMAT: 760 (99th percentile)

BROWN UNIVERSITY **Providence, RI**
Bachelor of Science; Major in Applied Mathematics-Economics **2008-2012**

- Cumulative GPA: 3.8/4.0
- President of Brown Chinese Students Association; Board Member of Brown Annual Fund Young Alumni Council

EXPERIENCE

GOLDEN GATE CAPITAL **San Francisco, CA**
Associate, Debt Investment Team (Angel Island Capital - $4B AUM) **2014-2016**

- Evaluated 15+ investment opportunities. Participated in all facets of investment process, including due diligence, legal document negotiation, and investment thesis development
- Primary associate for 20+ High Yield and Leveraged Loan investments worth ~$750M across building products, chemicals, distribution, energy, and paper and packaging sectors
- Oversaw year-end fund valuation process by assembling data from team of accountants, auditing their findings against internal numbers, and preparing materials sent to investors

Select Transaction Experience

- $50M investment in distressed Industrial Distributor ($400M revenue)**:** After meeting with CFO and CEO, built model and accurately forecasted downside scenario for industrial distributor, supporting investment despite deteriorating financials and tightening liquidity
- $30M investment in 2nd Lien Term Loan of Industrial Packaging Manufacturer ($1.5B revenue): Accurately projected working capital and profitability impacts of two tack-on acquisitions, two central components of investment thesis
- Sale of $15M investment in US Oil Field Service company: Evaluated unfavorable market dynamics and forecasted price and margin declines, resulting in sale of position and avoidance of 40% loss

MORGAN STANLEY **New York, NY**
Analyst, Investment Banking Division (Leveraged Finance – Industrials) **2012-2014**

- Top Bucket Analyst (Top 10% of Class)
- Sole leveraged finance analyst supporting team of 5 on 15+ transactions, including: buyout financings, dividend recapitalizations, and debt refinancings ranging from $200M to $4B
- Led undergraduate recruiting at Brown University, overseeing team of 2 recruiters and 10+ employees to interview and hire 6 analysts; directed new hire training for 6 analysts in Leveraged Finance group

Select Transaction Experience

- KKR’s $1.6B LBO of Brickman Group – Handled all business diligence questions from prospective investors during roadshow for $1.0B buyout financing
- Energy Capital Partners’ $875M LBO of NESCO Rentals **-** Prepared and accompanied management team during company’s first bond roadshow; company reduced its cost of debt by over 40%
- United Rentals $1.4B High Yield Debt Issuance used to Fund Acquisition and Debt Refinancing

ADDITIONAL INFORMATION

- **Interests**: Golf (Capt. of HS golf team), Quentin Tarantino movies, New England Patriots, yoga, *Silicon Valley* (TV show), Pardon My Take (podcast)
- **Community:** Treasurer and Board Member of San Francisco Chinatown Community Children’s Center, which provides early education programming for children of immigrants; Minds Matter (peer mentor)
- **Favorite Books:** *The Most Important Thing, How Will You Measure Your Life?, and Steve Jobs*
- **Languages**: Mandarin (Conversational)

BREVAN D'ANGELO

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Statistics, Finance, Entrepreneurship **2016-2018**

- Awarded two-year Wharton scholarship based on merit
- Clubs: Entrepreneurship, Private Equity & Venture Capital, Restructuring & Distressed Investing
- GMAT: 770 (99th percentile)

DARTMOUTH COLLEGE **Hanover, NH**
Bachelor of Arts; Cognitive Science **2006-2010**

- Major GPA: 4.00/4.00, Cumulative GPA: 3.92/4.00, Top 5% of class
- Selected for academic fellowship by the Computer Science department for research on parallel computing algorithms

EXPERIENCE

SOFI – *Online consumer lending company on Series E funding round* **San Francisco, CA**
Strategy and Business Operations **2016**

- Offered promotion to lead company-wide financial planning and analysis in lieu of attending business school
- Introduced formal process for tracking key performance metrics across marketing and operations, resulting in a 18% reduction in customer acquisition costs and a restructuring of call center operations
- Led review of market size and competitive positioning for core student loan segment. Advocated changes to pricing strategy and product offering that were adopted by senior management
- Managed team of web designers and engineers to redesign online loan application, increasing completion rate by 6%

PERRY CREEK CAPITAL – *$500 million AUM investment firm* **New York, NY**
Entrepreneur in Residence **2015**

- Evaluated viability of starting an online marketplace in pre-owned fine jewelry with support from Perry Creek Capital
- Moved idea from concept to pilot over eight months; established supply partnerships with jewelers/appraisers, negotiated bespoke insurance policy with Lloyd's of London and launched website

ONEX PARTNERS – *$23 billion AUM private equity firm* **Toronto, ON**
Associate, Private Equity **2013-2014**

- Evaluated potential investments by performing financial analysis, including modeling and valuation, and by conducting industry and company due diligence
- Monitored portfolio company performance as a board observer; worked with executive teams to develop and implement strategic initiatives, including opportunistic capital markets transactions and M&A growth strategy

Selected Transaction Experience

- $335 million acquisition of George Little Management ("GLM"), a producer of business-to-business tradeshows
  - Managed a cross-functional team of external advisers to conduct in-depth due diligence across domains, including business, financial, legal, and tax
  - Developed detailed operating and LBO/merger model to determine appropriate deal structure and assess returns
  - Analyzed potential business risks and synergies related to the combination of GLM with Onex' existing portfolio company, Emerald Expositions. Directed team of external consultants to integrate GLM post merger
  - Led financial planning and analysis function and budgeting process for combined company during CFO search

MORGAN STANLEY **New York, NY / Calgary, AB**
Analyst, Investment Banking and Capital Markets **2010-2013**

- Advised clients in the natural resources sector on over twenty-five domestic and cross-border transactions, including acquisitions, divestitures, mergers, joint ventures and equity and debt financings
- Built financial models to explore strategic options for clients. Evaluated impact of alternative capital structures and potential M&A transactions on company financials and value creation
- Valued companies using discounted cash flow, public comparables and precedent transactions methodologies

ADDITIONAL INFORMATION

- **Interests**: Betting markets, art history, Crossfit, saxophone, travel
- **Other:** US citizen, Eagle Scout

ALEXANDRA DOMBROWSKI

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EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Entrepreneurial Management **2016-2018**
Master of International Studies Candidate; Global Program

- Accepted into Wharton's Venture Initiation Program (VIP), an incubator for student-run businesses
- Member of Wharton's Entrepreneurship Club, Private Equity & Venture Capital Club, German Club

WHU - OTTO BEISHEIM SCHOOL OF MANAGEMENT **Vallendar, DE**
Bachelor of Science in International Business Administration **2009-2012**

- Conference organizer for WHU Private Banking Day: Acquired Axel Hörger (CEO, UBS Germany) as a speaker, coordinated 100+ participants
- Internships: Goldman Sachs (Summer, 2011) and Groupon (Summer, 2010)
- Exchange Semester: Studied business administration in French language at HEC in Montréal, Canada
- Study Trip: Visited Chinese firms and Tongij University in Shanghai, China
- Active in Alumni Affinity & Fundraising Campaign that raised €100,000

EXPERIENCE

THE BOSTON CONSULTING GROUP **Berlin, DE**
Associate, Core Consumer Group **2014-2016**

- Identified key consumer insights leading to re-positioning of a retailer's store concept; led focus group workshops and a quantitative survey; presented and defended results in front of senior executives
- Developed a business plan quantifying a proposed re-positioning of a retailer's store concept; independently led interviews with several department heads and CFO; presented and defended results in front of executive team
- Solved bottlenecks in the sales order process of a multinational industrial conglomerate to improve customer satisfaction; led several workshops with senior clients
- Identified levers for a €20M global cost reduction for a global manufacturer; independently led meetings with 15+ managers
- Offered promotion to Consultant in Spring 2016

GOLDMAN SACHS INTERNATIONAL **London, UK**
Analyst, Mergers & Acquisitions, Consumer Retail Group **2012-2014**

- Advised clients on corporate transactions, including financial modeling and valuation, investor presentations, pitch books, market and company due diligence
- Offered promotion to 3rd year Analyst in Spring 2014

Select Transactions:

- Sale of La Perla (Undisclosed amount, Italy): Led meetings between chief executives of La Perla and potential investors
- IPO of Moncler ($2.6B, Italy): Coordinated deliverables for IPO between the management and other banks
- Bond issuances of Edcon (€300M, South Africa), SMCP (€290M, France) and Marcolin (€290M, Italy)

GROUPON UK & IRELAND **London, UK**
Intern, Entrepreneur-in-Residence **2010**

- Managed a sales team of five: supervised workflow and wrote performance evaluations
- Prepared sales pitches and co-led client meetings with premium partners

ADDITIONAL INFORMATION

- **Volunteerism**: Mentored adolescents through Joblinge, an organization supporting immigrant youth in finding employment. Initiated relationship between organization and BCG, and solicited colleagues to volunteer
- **Interests**: Running, dancing, singing (formerly sung in choirs and operas, e.g. Carmen and La Bohème in the Nuremberg State Theater)
- **Languages**: German (native), Russian (conversational), French (conversational)

NICK KIM

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate in Entrepreneurial Management, Marketing and Operations **2016 – 2018**
- Wharton SBDC consultant, InSITE fellow, Wharton PhD research assistant, Welcome Committee member, travel hockey player

UNIVERSITY OF CALIFORNIA, BERKELEY **Berkeley, CA**
Bachelor of Arts in Economics **2005 – 2009**
- Two-year captain and four-year defenseman on the Cal Ice Hockey team

EXPERIENCE

WARBY PARKER **New York, NY**
Manager of Home Try-On (HTO) **2014 – 2016**
- Served as general manager of Home Try-On, the largest marketing program and e-commerce growth driver at Warby Parker
- Developed and drove HTO strategy company-wide, growing revenue by 30% and cutting fulfillment costs by 32% in 2015
- Delivered the first quarter of HTO program profitability within twelve months of start date
- Built the HTO contribution margin model—the current operating model—to galvanize the company around a single metric, measure the profitability effects of new initiatives, and illustrate the importance of HTO in the e-commerce channel
- Oversaw end-to-end redesign of HTO customer shopping experience, conducting usability testing for warbyparker.com and eyewear packaging, and establishing a precedent to A/B test customer conversion before releasing new brand assets
- Created new metric and evaluation criteria to compare individual performance of product SKUs, launching an initiative to proactively remove poorly converting SKUs from the assortment and increase average HTO customer conversion by 5-10%
- Contracted with USPS to save ~$30,000 per month on shipping and expand HTO market to Hawaii, Alaska, and Puerto Rico
- Pioneered the Innovation Lab, cross-departmental collaboration events designed for creative problem solving and ideation
- Launched text message checkout, further simplifying the order process and capitalizing on mobile device usage trends

THINAIRE **New York, NY**
Director of Business Development & Operations **2013 – 2014**
Finance Manager and Consultant **2012 – 2013**
- Produced co-marketing partnerships to sell smartphone advertising technology with Verizon and News America Marketing
- Drove 70% of revenue in 2014, delivering advertising technology and retail experiences to CPG brands at Unilever and P&G
- Raised $2.5 million convertible notes for Series A and pre-Series B rounds, funding expansion from 13 to 25 employees
- Designed and facilitated four-week vision-building workshop to formalize company's core purpose, goals, and core values

HSBC **New York, NY**
Associate, Corporate Advisory & Sales, Global Banking & Markets **2010 – 2013**
- Created and executed marketing strategy for corporate banking, collaborating with executive management, sales, trading, and relationship management to grow the business from $28mm in 2009 to $80mm in 2012 and $129mm target in 2013
- Launched new FX product to give US corporations greater visibility into US dollar to Chinese yuan pricing and enable them to hedge Chinese currency positions—trading volumes of this product grew exponentially in the first nine months
- Upgraded client onboarding processes to lower contract negotiation expenses and reduce contract signing time by 65% by revising internal contract signing policies, improving technology systems, and reducing manager approval requirements
- Presented as keynote speaker at the HSBC-sponsored Global Law Firm Treasurer's Forum, collaborating with the Legal Banking team to close two new law firm clients and three new trading accounts with existing relationships

ADDITIONAL CONSULTING PROJECTS **New York, NY**
- **Wharton Small Business Development Center** – Consult local businesses weekly in the Business Building program
- **HotelTonight, Spring 2015** – Wrote local NYC dining, culture, and events recommendations for app's concierge services
- **West Side Tennis Club, March 2014** – Led vision-building and core values workshop with members of Board of Directors

ADDITIONAL INFORMATION

- Founder of the Imposters, a network of New Yorkers who meet for purposeful conversations about career development
- Chair of the Board of Engineers, an eighty-member young professionals board that supports education nonprofit Blue Engine
- CFA Charterholder since September 2013, awarded by the Chartered Financial Analyst (CFA) Institute
- Competitive hockey player, daring skier, challenged golfer, amateur photographer, hip-hop lover, and adventurous eater

MATTHEW B. KLEIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Entrepreneurship & Management **2016-2018**

- Member of Entrepreneurship, Private Equity / Venture Capital, Golf, Basketball and Ski Clubs
- Vice President of Venture Capital Club; organize on-campus speakers and recruiting events and treks
- Member of InSITE Fellowship, Philadelphia chapter, focused on helping Ed-tech startup raise Series A funding

UNIVERSITY OF SOUTHERN CALIFORNIA **Los Angeles, CA**
Bachelor of Business Administration, Concentration Corporate Finance (Major GPA: 3.73 / 4.00) **2007-2011**

- Marshall Dean's List; Sigma Chi Fraternity (Treasurer w/ $700,000 budget, Rush Chair, Executive Board Member); Children's Miracle Network; Orange County Alumni Association Scholarship; SCion Scholarship; Trojan Investing Society
- Marshall Senior Honors Thesis: One of 2% of the 2011 Marshall School of Business undergraduate class to earn senior honors by completing honors thesis

EXPERIENCE

MARLIN EQUITY PARTNERS **Los Angeles, CA**
Private Equity Associate **2013-2016**

- Analyze investments and monitor portfolio company performance for PE firm with ~$3.0 billion of assets under management across the technology, software, telecommunications and consumer industries; promoted to third-year associate
- Collaborate with portfolio company executive management teams throughout investment life-cycle to develop strategic initiatives, make budgeting and capital planning decisions and assess acquisitions, divestitures and capital structures
- Responsible for all phases of the investment process, including initial deal screening, due diligence, valuation, negotiation, financing, structuring, operating and exit strategy

<u>Selected Transaction Experience:</u>

- ***Coriant –*** *Merger of three optical network companies: Tellabs, Sycamore Networks and Nokia Siemens Networks divestiture*
  - Selected to assist with overseeing Marlin's largest investment, spent 12 months as a dedicated full-time resource overseeing the divestiture of NSN, merger with Tellabs and creation of financial infrastructure for new company
  - Worked hand-in-hand with CEO, CFO and other senior managers to develop and implement six-month plan to restructure cost base by $180M, reorganize sales team, streamline R&D organization and drive supply chain efficiencies
- ***Tellabs, Inc. –*** *Take-private leveraged buyout of Tellabs, Inc. for $891 million and carve-out of Access Division*
  - Co-authored and presented numerous investment committee materials demonstrating investment highlights and risks, advanced restructuring scenarios, business diligence and industry thesis
  - Worked with investment team and operating consultants to build investment forecast by customer, product and employee which was used to create 100-day integration and restructuring plan
- ***CATG –*** *Acquisition and venture funding for start-up silicon photonic chip producer*
  - Managed alongside CEO the creation of an annual operating model, company marketing materials, addressable market and projected cash burn used to market company to potential co-investors needed to fund the next round of R&D spend
  - Key member in negotiations and closing of a Series A fundraising at a 10.0x pre-money valuation

UBS INVESTMENT BANK **Los Angeles, CA**
Analyst - Financial Sponsors and TMT Group **2011-2013**

- Developed analytical and qualitative skill set through a wide variety of transactions within industry and product groups, including Financial Sponsors, Leveraged Finance, Technology, Media and Business Services
- Prepared internal credit committee analyses, incorporating historical financial discussions, credit strengths, and key risks
- Received top ranking (top 10% of analyst class); managed 2012 analyst and associate training programs

<u>Selected Transaction Experience:</u>

- **Aspen Dental, Inc.** - Lead left arranger and advisor to Leonard Green company on $350 million Dividend Recapitalization
- **Smith Electric Vehicles** - Sole advisor on IPO to raise $100 million (IPO withdrawn after roadshow)

ADDITIONAL INFORMATION

- USC Marshall Career Advantage Program: Mentor 4 undergraduate Juniors/Seniors to further develop professional, interpersonal and networking skills critical to career success
- Children's Miracle Network/Young Professionals Council: Co-Organizer of a fundraiser which raised over $40,000 for the Children's Miracle Network
- Interests: Drone Photography, USC Football, Reading (biographies & fiction), Crossfit, Snowboarding, Podcasts

Robert J. Martin

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Finance and Management **2016-2018**

- Member of Wharton's Private Equity / Venture Capital Club, Rugby Football Club, Basketball Club, Ski / Snowboard Club
- GMAT: 730; Wharton Fellowship recipient

CLAREMONT MCKENNA COLLEGE **Claremont, CA**
Bachelor of Arts in Economics; Sequence in Financial Economics **2006-2010**

- NCAA Varsity Letterman (Men's Basketball); Department Honors, Economics; Omicron Delta Epsilon (Honors Society in Economics); invited to participate as a Student Judge of annual collegiate statistics competition
- Economics GPA: 3.6

EXPERIENCE

CLEARLIGHT PARTNERS (Private Equity; $900M AUM) **Newport Beach, CA**
Associate **2013-2016**

- Evaluate/execute middle market private equity investments; provide ongoing strategic governance support post-acquisition
- Screened/qualified 200+ investment opportunities; developed/delivered investment recommendations to firm Principals/Partners; worked across wide range of industries with emphasis on business services, advertising, manufacturing, automotive, eCommerce

Selected Transaction Experience

- Walker Advertising, LLC (leveraged buyout of a legal marketing business; closed August, 2015)
  - Only Associate on deal team; responsible for all LBO modeling; performed extensive industry/company due diligence, took primary responsibility to draft all internal investment memoranda, integral role in negotiating legal documentation to close the transaction
  - Managed/coordinated seven advisory teams (attorneys, accountants, consultants) through ClearLight's due diligence process
  - Investment thesis: strong brand recognition & scale drives competitive advantage; regional leader with limited competition; compelling value add to clients/consumers; opportunity to expand nationally into proven markets (Northern CA & TX)
  - Diligence focus: stability of regulatory / political environment; cost / margin per lead; key man risks; national competitive landscape
- ECS Tuning, Inc. (leveraged buyout of an automotive aftermarket parts business; 2nd place bidder; June 2014)
  - Only Associate on deal team; responsible for LBO modeling; assisted with industry/company diligence, drafted internal investment memos
  - Investment thesis: leadership in rapidly growing niche; very well-run operations, built to scale; proven growth strategy (Company successfully expanded product offering into new OEM platforms) with significant remaining growth runway
  - Diligence focus: generational shift from DIY (do it yourself) to DIFM (do it for me) auto work; rise of eCommerce in automotive space; stability of IT / back end operations; competitive differentiators; volume/margin of new product launches

Selected Governance Experience

- Katzkin Leather (manufacturer of aftermarket leather seats for cars and light trucks)
  - Worked with VP of Manufacturing to develop order routing process to optimize facility utilization across an existing US based plant & greenfield Mexico-based plant; resulted in 24% reduction in labor cost/unit by increasing output in Mexico, level loading factory production, minimizing "flex capacity" overtime in US facility
  - Developed comprehensive analysis to uncover/highlight key industry tailwinds impacting addressable market and value proposition
  - Evaluated add on acquisition; did not close after diligence uncovered fewer revenue synergies than initially anticipated
  - Negotiated waiver & amendment to credit agreement with senior lenders following multiple covenant defaults
- The Richardson Company (corporate sales training business)
  - Worked with executive team to perform quantitative root cause analysis of revenue misses vs. new strategy – managed project to completion for presentation to company's senior lender following a covenant default; lenders agreed to negotiate waiver of recent covenant default; worked directly with CEO and SVP of Global Sales to build full operating model to re-develop strategic plan
  - Primary development of FY 2016 budget working cross functionally with sales, marketing, product development team to assess needs

ECHELON PARTNERS (Investment Banking) **Manhattan Beach, CA**
Analyst **2010-2013**

- Provided investment banking services to financial institutions (primarily in asset management industry) totaling nearly $430B - assets under administration & over $1.1B - EBITDA; worked on 15 transactions as analyst
- Developed/managed intern mentoring program for Summer Analysts during each summer at Echelon

ADDITIONAL INFORMATION

I'm an active person that enjoys playing sports (I play basketball twice / week and follow the Los Angeles Lakers; play Rugby three times / week in season; ran a 13 mile Tough Mudder; and golf when I can), hiking (have visited 21 of 58 national parks in the US), and going to the beach to longboard on the boardwalk and play in the waves.

KARAN SABHARWAL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Finance **2016-Present**

- Clubs: Wharton's Investment Management, Restructuring & Distressed Investing, Wildmen Hockey, Tennis and Wine Clubs
- Case Competitions: 1st-place winner at NYU Stern Non-Equities Competition; 3rd-place winner at Wharton IM Club Stock Pitch Competition

PRATT SCHOOL OF ENGINEERING, DUKE UNIVERSITY **Durham, NC**
Bachelor of Science in Engineering; Major in Electrical & Computer Engineering; Major in Economics **2006-2010**

- Case Competitions: 1st-place winner in school-wide Morgan Stanley Trading, Barclays Wall Street Journal, and Boston Consulting Group Case competitions; 3rd-place winner in UBS Valuation Case Study competition
- Campus Involvement: Active in Duke Hindu Students Association (Executive Board Member), Duke Investment Club (Analyst), Crazies Who Care, and Duke-Durham Tennis Program

EXPERIENCE

GOLDEN GATE CAPITAL *($15 billion AUM private equity firm)* **San Francisco, CA**
Private Equity - Senior Associate **2014-2016**

- Evaluated potential investment opportunities across consumer retail and industrials sectors and presented recommendations to firm's senior members
- Conducted in-depth business and financial due diligence, managed work streams with third-party advisors, and assisted management of portfolio companies in strategic activities
- Negotiated definitive documentation (SPA, credit agreement, indentures) to facilitate merger and debt financing transactions

Selected Investment Experience

MechoShade Systems – ~$100 million acquisition of leading provider of solar and roller shading systems (Completed)

- Spearheaded due diligence process to assess potential business combination with existing portfolio company
- Led successful negotiation to defer a portion of the purchase price into an earn-out; favorable transaction structure has resulted in a purchase price reduction of ~15% to-date

Project Satellite – ~$1 billion take-private acquisition of national auto parts supplier (Withdrawn – Cover Bid)

- Managed key aspects of diligence, including assessment of industry growth potential, 1-time carve out contingencies, steady state profit margins, and product supply agreement
- Worked directly with CEO and COO team to devise the optimal product mix, product pricing plan, and go-forward distribution model for standalone business

FRIEDMAN FLEISCHER & LOWE *(Middle-market-focused private equity firm with $4.6 billion AUM)* **San Francisco, CA**
Private Equity - Associate **2012-2014**

- Identified, evaluated and executed investment opportunities across broad range of industries; transactions included late stage growth equity, control transactions, structured minority investments, and sector consolidations
- Received offer for Senior Associate promotion

Selected Investment Experience

Project Tiger – ~$1.2 billion acquisition of national optical retailer (Withdrawn – Cover Bid)

- Administered diligence meetings among FFL, management, and advisors; integrated financial analytics into detailed operating and financial model; evaluated, structured and negotiated $900M acquisition debt financing

Strategic Investment Group – Ongoing maintenance of asset management firm (Portfolio Company)

- Evaluated strategic initiatives and M&A opportunities; collaborated with CFO to revise budgeting process and with Director of Marketing to implement new business development initiatives

BANK OF AMERICA MERRILL LYNCH **New York, NY**
Investment Banking - Leveraged Finance Analyst **2010-2012**

- Structured and executed leveraged loan and high yield bond financings to support leveraged buyouts, recapitalizations, and refinancings across healthcare, industrials and real estate & gaming industries
- Top ranked Analyst each of two years and offered Senior Analyst promotion
- Elected by senior bankers to serve on BAML's Analyst Advisory Committee; reported directly to Vice Chairman

ADDITIONAL INFORMATION

Interests: Duke sports faithful, podcasts, travelling (visited 20 countries), and fantasy football

SPENCER STROEBEL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Finance and Business Analytics **2016-2018**

- GMAT: 780 (99th Percentile – 50Q, 50V)
- Clubs: Crew & Rowing Club (Regattas Chair, Novice Coach), Media & Entertainment Club, Sports Business Club, Analytics Club, Agribusiness Club

PRINCETON UNIVERSITY **Princeton, NJ**
Bachelor of Science in Engineering, Major in Operations Research and Financial Engineering **2008-2012**

- Graduated with Honors in Operations Research & Financial Engineering, minors in Finance and Applications of Computing
- Member of Varsity Lightweight Rowing Team

EXPERIENCE

BAIN & COMPANY **Chicago, IL**
Consultant **2015-2016**
Senior Associate Consultant **2014-2015**
Associate Consultant **2012-2014**

- Promoted directly to the post-MBA role and regularly rated as "frequently exceeding expectations" in performance reviews.
- Provided strategic recommendations to C-level executives of various clients in agriculture, logistics, manufacturing, retail, technology, and telecom industries on topics including strategy, M&A, organizational design, and procurement.
- Managed associates and summer interns, providing direction, coaching, and feedback. Made promotion recommendations.

Selected project experience

- Food and beverage manufacturer: Performed due diligence on a $46B acquisition that created the third largest food and beverage company in North America. Valued the synergies from fixed cost consolidation.
- Agricultural input wholesaler: Developed an M&A strategy to build scale and achieve a 15% increase in market share in core regions. Screened and prioritized acquisition candidates for value creation potential, leading to the acquisition of the top target with $2.6B in annual revenue.
- Technology and manufacturing company: Identified high priority adjacency opportunities that aligned with the client's strategic and operational capabilities. Process led to a $220M acquisition of an identified candidate.
- Transportation and logistics provider: Led procurement teams from a newly integrated company to identify and capture cost savings through operational improvement and a rapid RFP process. Captured $25M in annual run-rate savings across real estate, office supplies, diesel fuel, and parts categories.
- Online floral retailer: Supported merger of two of the largest online floral retailers in the US. Worked directly with the Executive VP of Business Integration to integrate the operations, sourcing, and logistics functions. Identified $15M in run-rate annual operational cost savings.
- Agricultural equipment manufacturer: Designed organizational structure for engineering function to facilitate a transition to a modular product strategy. Coordinated with management, marketing, and engineering to develop a technological roadmap for the tractor of the future.

ADAGE CAPITAL (HEDGE FUND WITH $37B AUM) **Boston, MA**
Summer Analyst **2011**

- Supported portfolio manager in evaluating companies in medical technology industry for potential investment.
- Researched company fundamentals and met with company executives and industry analysts to develop a personal view on a company's financials, growth, and profitability opportunities.
- Performed DCF analysis for 20+ small and mid-cap companies, providing a buy/short recommendation for each.
- Developed a stock selection tool still in use at the hedge fund as a long/short investment strategy for small-cap stocks.

ADDITIONAL INFORMATION

- **Interests**: Continue to coach, practice, and compete in rowing, use machine learning algorithms to investigate sports analytics in college football, compete in demolition derbies (won the Compact 4x4 division at the local county fair in 2015)
- **Technical Skills**: Proficient in multiple programming languages, including Java, Python, C, R, VBA, HTML, and JavaScript

ROBERT B. THRASHER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Finance and Entrepreneurial Management **2016-2018**

- One of top 3 finishers in the 2015 Penn Wharton Public Policy Initiative Case Competition
- President of Wharton's Christian Fellowship club; member of Wharton's One for the World Partner Selection Team

UNIVERSITY OF PENNSYLVANIA LAW SCHOOL **Philadelphia, PA**
Juris Doctor Candidate **2015-2018**

- Recipient of the Levy Scholarship (three-year, full-tuition merit scholarship); received Honors in first-year legal writing course
- Board Member of Penn Law Advocates for the Homeless; Co-President of Penn Law's One for the World chapter

UNIVERSITY OF GEORGIA **Athens, GA**
Bachelor of Business Administration, Major in Accounting and Economics; summa cum laude **2006-2010**

- Recipient of the Foundation Fellowship Scholarship (four-year, full-tuition merit scholarship, stipend, travel funding)
- Member of the Sphinx Club (highest honor for leadership and service); recipient of the Rotary Service Award; First Place in the 2007 PwC xTAX Competition
- Conducted research and wrote thesis on the economics of charitable giving; presented at the 2010 CURO Symposium

EXPERIENCE

ATHENS PBJ **Athens, GA**
Co-Founder and Chair Board of Directors **2008-Present**

- Founded student-run nonprofit that brings together hundreds of homeless and non-homeless people every week via weekly lunches and special events such as football tailgates, holiday celebrations, and weekend retreats
- Established Board of Directors, Advisory Board, and successfully filed for 501(c)(3) nonprofit status; formed and mentored operations leadership team of 20 students to prepare for sustainable succession
- Raised $10,000 in first 3 months; raised 2010 salary of $35,000 in 2 months; expand operating reserve annually
- Lead Board and local leaders, implementing new structures as the organization transitions from Founder leadership

ATLANTA MISSION **Atlanta, GA**
Director Design and Partnerships **2014-2015**
Director Partnerships **2013-2014**
Programs Design Manager **2011-2013**

- Led best practice innovation of homeless services in 75-year-old institution with 140 employees, $13M annual budget
- Senior Leader: oversaw two departments with five direct reports; worked directly for former Fortune 500 CEO
- Managed nation-wide best practices initiative led by Board: interviewed 80 clients, staff, and partners; baselined existing processes; led teams conducting site visits at 9 organizations; documented and presented findings to Board
- Established and directed innovation department to design and implement best practice client service model; instituted and oversaw design and implementation project teams; regularly presented innovation updates to Board
- Led development of client outcomes scorecard and services plan to guide service model redesign
- Oversaw methodology and process for Board and Senior Leadership three-year strategic planning effort
- Led discussions to secure $350,000, including a $240,000 donation (a 120% increase over the entity's prior-year gift)

DELOITTE TAX **Washington, DC**
Lead Tax Services Intern **Jan.-Mar. 2009**

- Served on tax provision audit team at Fannie Mae and Deltek, Inc.
- Researched and presented reports to managing partner on possible tax law changes

ADDITIONAL INFORMATION

- **Interests:** International travel—studied, volunteered, or traveled in 34 countries (including India, Liberia, and Peru) on 6 continents; fantasy sports (2003, 2010, 2016 fantasy baseball champion; 2013, 2014 fantasy football champion)
- **Languages:** Conversationally proficient in Spanish

DANIEL S. WILLIAMS

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA — **Philadelphia, PA**
Master of Business Administration Candidate; Majors in Finance and Entrepreneurial Management — **2016-2018**

- Panel Member of Wharton Restructuring and Distressed Investing Conference
- Member of Wharton Investment Management Club, Private Equity and Venture Capital Club, Entrepreneurship Club, Innovation & Design Club, Wildmen Hockey and Basketball Club

THE KELLEY SCHOOL OF BUSINESS, INDIANA UNIVERSITY — **Bloomington, IN**
Bachelor of Science; Majors in Finance, Business Economics and Public Policy — **2006-2010**

- Chick Evans Scholarship: Awarded four-year full tuition and housing scholarship; elected president to lead 86 Evans Scholars in all academic, philanthropic and internal endeavors, including managing budget in excess of $100K
- Mitte Business Honors: Directly admitted into Kelley School of Business's honors program for all four years

EXPERIENCE

AURORA CAPITAL GROUP — **Los Angeles, CA**
Associate, Private Equity Investing — **2013-2016**

- Analyzed investments for and oversaw portfolio companies of operations-focused private equity firm, focused on investing $550M Resurgence Fund through control-oriented investments in distressed businesses and complex situations
- Managed entire transaction process, including deal screening, structuring, financing, legal documentation and orchestration of third-party advisers; led all financial analyses and due diligence processes
- Identified and evaluated key performance issues such as sales strategy, productivity efficiency and growth initiatives; drafted investment memoranda outlining fundamental analyses, risk assessment and investment recommendations
- Collaborated with management teams and Aurora operating partners to develop and execute strategic initiatives, prepare annual budgets, promote Aurora’s corporate governance programs, and make capital-planning decisions
- Designed investment-evaluation template and sourcing database leading to 3x more deal volume

Selected Investments:

- *SIRVA, Inc.*
  - Managed acquisition screening, negotiation, structuring and diligence process for two European acquisitions as platform for international-expansion strategy, immediately adding $4M+ of EBITDA and two Fortune 500 customer contracts
  - Developed pro-forma earnings analysis that demonstrated $10M+ of incremental EBITDA from procured client contracts
  - Led reconstruction of five-year strategic growth plan, working with five business-unit directors on value-driver initiatives and productivity programs, that was used for minority-interest sale process and official budgeting purposes
- *TruGreen LandCare, LLC*
  - Prepared detailed turnaround plan supporting $35M follow-on investment, doubling Aurora's initial investment
  - Analyzed performance and P&L contribution of 50-branch network resulting in closure of three branches, eliminating $3M of losses, and new strategy to remove unprofitable customer contracts
  - Devised new management equity plan to align compensation incentives with Aurora's return on capital goals
- *General Maritime, LLC (now Gener8 Maritime, Inc.)*
  - Conducted industry and asset diligence to refine Aurora’s financial model and investment thesis, which resulted in renegotiating purchase price to be 15+% less than initially agreed-upon valuation

MOELIS & COMPANY — **Chicago, IL**
Analyst, Investment Banking — **2011-2013**

- Performed financial and strategic analyses (including LBO, DCF, market-comparables and merger-consequence) to advise on M&A and restructuring engagements for public and private companies
- Prepared offering memoranda and Board presentations detailing merits of potential strategic actions

Selected Transactions:

- *LightSquared, LLC – Restructured $2.4B of liabilities and advised on Chapter 11 bankruptcy*
  - Conducted financial and operational due diligence to validate intricate valuation methodologies used in Fairness Opinion
- *Mobilitie, LLC – Advised on $1.1B sale of its tower portfolio to SBA Communications Corporation*
  - Spearheaded operational diligence essential to illustrating synergistic value of acquisition by strategic buyers
- *NextWave Wireless, Inc. – Advised on $600M sale to AT&T following restructuring of $1.2B of liabilities*
  - Constructed various monetization structures including restructured debt, equity offerings and isolated asset sales

ADDITIONAL INFORMATION

- **Interests:** Flag football, golf, astronomy, poker, chess, acoustic guitar, country music
- **Community Involvement:** ES Foundation Leadership Council, CARE Rescue LA, Untamed Confections (co-founder)
- **FINRA Qualifications:** Series 63 & Series 79