

# [John Doe]

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## WORK EXPERIENCE

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[Company Name] [City], [State/Country]  
[Investment Banking Analyst], [Consumer Retail] [June 20##] – [Present]

- [First year investment banking analyst in the Consumer Retail coverage group focusing primarily on M&A and LBO transactions]
- [Ranked top bucket among analyst class and received early promotion to Associate; active member of the firm's ABC University's campus recruiting team and co-authored the firm's official WACC guidelines and Excel template]

Selected [Deal / Transaction / Investment / Project] Experience:

- [Sale of Target Name to Acquirer Name for \$2.1 billion]: Exclusive sell-side financial advisor to Target Name (Closed July 2020)
  - [Worked extensively with Target Name CFO to build a full-blown 3-statement standalone operating model with detailed revenue & COGS drivers for over 37 product lines across Americas, Europe and Asia-Pacific]
  - [Built dynamic LBO model with multiple operating and pro forma capital structure scenarios to determine private equity sponsor affordability based on projected IRR and LFCF Yield]
  - [Collaborated with client's lawyers and tax advisors to design tax-efficient repatriation of the company's \$200 million offshore cash balance, which was essential to secure max LBO financing and increased ultimate selling price by 0.5x EBITDA]
  - [Drafted the sales marketing materials, including teaser, management presentation, lender presentation and rating agency presentation to educate potential debt investors about the investment merits and stability of LFCF, which helped the acquirer secure sufficient debt funding to consummate the sale]
- [Acquisition of Target Name by Acquirer Name for \$300 million]: Buy-side financial advisor to Acquirer Name (Pending)
  - [Collaborated with company management and McKinsey consumer team to develop pro forma five-year operating plan]
  - [Analyzed the acquisition's impact on the acquirer's EPS through an accretion / dilution model incorporating potential synergies and illustrated the pro forma company's financials through contribution analysis]
  - [Performed LBO analysis on a potential \$70 million asset sale of a non-core business unit to sponsors post-acquisition close; constructed sensitivity tables showing changes in accretion relative to price, growth rates and EBITDA margins]
  - [Evaluated acquisition's impact on shareholder value based on deleveraging profile, divestitures, & potential share repurchase; analyzed each element's impact to shareholder value from a PV of FSP and DCF basis]
- [Initial Public Offering of Client Name's for \$500 million]: Lead-left bookrunner to Client Name (Listed August 2020)
  - [Created AVP and extensive public comparables analysis to benchmark similar companies' EV/EBITDA and P/E multiples with revenue growth rates, margins and leverage profiles]
  - [Conducted 12+ due diligence calls with company management, customers and suppliers to validate the business model; drafted the company's IPO roadshow presentation, internal commitments committee memo, and S-1 registration]

[Company Name] [City], [State/Country]  
[Summer Analyst], [Group Name] [June 20##] – [August 20##]

- [Investment banking summer analyst in the Leveraged Finance group for a 10-week internship; received full-time return offer]
- [Worked closely with team on 2 LBO financings; supported all stages of the underwriting, syndicate and credit rating processes]

## EDUCATION

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[University Name] [City], [State/Country]  
[Bachelor of Science in Mechanical Engineering, Summa Cum Laude] [Graduated May 20##]

- Cumulative GPA: [3.9]; SAT: [2400 (M: 800; V: 800; W: 800)] – Include other relevant test scores if outside of USA
- Awards & Honors: [Jane Doe Research Scholar – awarded annually to most outstanding student in mechanical engineering], [Congressional Service Gold Medal – completed over 400 hours of volunteering service], [1<sup>st</sup> Place in M.G. Morgan M&A Case Competition], [2<sup>nd</sup> Place in ABC Stock Pitch Competition]
- Leadership Roles: [President of XYZ Club], [President of Kappa Zelta Fraternity], [Vice President of Student Government]

## ADDITIONAL

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- [Fluent in Spanish], [proficient in Mandarin]; [favorite business books include *Margin of Safety* and *Competitive Strategy*]
- [Avid skier having skied across US, Europe and Japan], [PADI-certified scuba diver]; [fan of *Game of Thrones* and *House of Cards*]

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**AN Whitehead**



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