

MANAGING PRINCIPAL

Career Focus

- Results-driven investment banker and management consultant with 10 years financial and strategic advisory experience enabling established companies identify, develop, and implement strategic growth initiatives in emerging markets that: i) deliver top-line revenue growth, ii) create significant competitive advantage and iii) increase long-term profitability.
- Proactive assistance to clients “in the oil and gas, power, mining, retail, utilities, real estate, critical infrastructure, diversified industrials, and food and beverage industries” to meet their business objectives, manage local interest expectations, and establish best practices on how they can ethically contribute to sustainable development of the communities in which they operate.
- Expertise navigating high-growth emerging markets in Africa, Latin America, and the Middle East.

Summary of Skills

- Strategic business development
- Project management
- Procurement agent
- Emerging markets
- Domestic and international experience
- Infrastructure and real assets advisory

Relevant Professional Experience

Company Name June 2009 to Current Managing Principal

City, State

- Designed bid defense strategy for international consortium on its license pre-qualification and tender submission for 4,456km² deep-sea offshore oil and gas blocks in Equatorial Guinea.
- Significantly decreased transaction costs US\$25 million by devising a winning bid that proposed a dual-track exit to support an international sovereign and private equity consortium on its acquisition of a leading U.S. LNG transporter.
- Reduced due diligence timeline 15% by effectively spearheading successful cross-cultural negotiations with a leading Chinese equipment provider on behalf of our client, a Saudi Arabian sovereign-owned oil & gas company, to deliver heavy industrial equipment to support upstream activities.
- Eliminated an average 50% concessionary renegotiation rate and boosted project bankability by leveraging sophisticated financial expertise, deep knowledge of associated legal documents and key contract terms according to international project finance standards for a US\$113 million 1,200+ mixed-income housing PPP project in Nigeria.
- Leveraged well-developed network in Nigeria to decrease market entry costs 17% and afford a U.S. micro power plant manufacturer faster time to market, operational setup and procurement of its business and generator licenses.
- Advised on Regulation 144A/S private placement structure to support development of a 100+ key resort and marina lifestyle for Viceroy Cartagena, Columbia.
- Structured and managed a South Korean conglomerate's bid for the provision of services in the Jeddah Metro Transportation Plan.

Company Name April 2007 to May 2009 Senior Associate, Corporate & Investment Banking

City, State

- Performed every aspect of transaction analysis and execution, from day-to-day management of corporate finance transactions to closing over US\$10 billion in financing, including the US\$8.5 billion private equity purchase of HD Supply by Bain Capital Partners, Carlyle Group and Clayton Dubilier & Rice.
- Built complex ad-hoc model demonstrating timeline of contractual backlog and revenue visibility to support the US\$99 million private equity buyout of CyrusOne by ABRY Partners. Identified and shared potential tuck-in acquisitions with ABRY Partners that bolstered exit to Cincinnati Bell in excess of 3.3x Net ROIC.
- Negotiated with clients and investors key transaction terms and associated legal documents, including commitment papers, bridge loan papers, term sheets, and credit agreements.
- Transaction experience: Augusta Sportswear Group, Florida East Coast, Hawkeye Group, Modern Luxury, Prince Minerals, Production Control Services, RailAmerica, Selig Sealing Products and TravelCLICK.

Company Name April 2005 to April 2007 Associate, Corporate & Investment Banking

City, State

- Mastered a very sharp learning curve in SunTrust Robinson Humphrey's Investment Banking and Credit Training Leadership Program.
- Successfully cross-sold US\$500 million of ancillary products including asset securitization, private placements, FX, interest rate derivatives, Eurobonds, letters of credit and treasury solutions.
- Transactional experience: Bacardi, B/E Aerospace, CSX Corp., Duke Energy, FPL, Harris Corp., HEICO, Interline Brands, Jabil Circuit, Lockheed Martin, Ring Power Corp., Ryder, TECO Energy, Vulcan Materials Company (Florida Rock), Walter Energy, and Watsco.

Education

New York University 2014 Coursework : Project and Infrastructure Finance City, State, U.S.A.

New York University 2013 Coursework : Real Estate Finance and Development, Construction Cost Estimating City, State, U.S.A.

Babson College 2011 MBA : Finance City, State, U.S.A.

University of Florida 2005 Bachelor of Arts : Finance City, State, U.S.A.

Skills

Emerging Markets, Infrastructure and Real Assets Advisory, Strategic Business Development, Project Management, Document Acquisition

Emerging Markets, Infrastructure and Real Assets Advisory, Strategic Business Development, Project Management, Procurement Agent, Mergers and Acquisitions, Domestic and International Experience