

First Last

Street, City, State Zip

Phone, email

CAREER SUMMARY

Capital markets executive with 20 years of syndicated/corporate lending experience for paper, packaging, forest products, business and environmental services, and technology companies. Regarded as integral player by senior investment banking colleagues in business development and fee generation. Extensive experience in corporate to corporate acquisition financings and restructuring troubled credits.

AREAS OF EXPERTISE

- Business Development
- Structuring & Negotiating Credit
- Accounting & Corporate Finance
- C-Level Client Management
- Contract Negotiations & Review
- Financial & Business Due Diligence
- Out-of-court Restructuring
- Coaching / Mentoring

PROFESSIONAL EXPERIENCE

BANK XXXX SECURITIES, City, NC

Principal- Senior Structurer, Syndicated & Leveraged Finance, 2000 – 2009

Served as a Senior Structurer in the Global Capital Markets division responsible for originating and structuring syndicated loans. Led paper, packaging & forest products syndications practice for investment grade, cross-over and leveraged credits. Applied corporate finance and credit analysis skills to optimize capital structures for clients. Managed teams of bankers in all phases of transactions including financial modeling, accounting and financial due diligence and documentation.

Accomplishments:

- Generated \$110 million in syndication fee income representing over \$90 billion in syndicated loan volume over the past eight years
- Closed largest syndication fee for the General Industrial Leveraged Finance team in 2008 (XXXX Paper & Packaging acquisition financing of the XXXX Paper- Charleston, SC mill owned by XXXX)
- Executed largest institutional term loan in history to date for the XXXX Industries buy-out of XXXX (nominated by Bankxxxx as leveraged loan of the year in 2006)
- Closed multiple transactions for XXXX (now part of XXXX Asset Management) from 2001 to 2007. Supported internal sell-side M&A team generating largest General Industrial M&A fee for Bankxxxx in 2007

- Saved over \$30 million in mark-to-market losses by restructuring underwriting commitment signed prior to 2007 market dislocation
- Maintained #1 or #2 league table position in paper, packaging & forest products sector for five consecutive years; maintained #1 position in environmental services sector including leading the XXXX Services acquisition financing of XXXX in 2008
- Mastered leveraged finance and corporate debt products through numerous multi-product marketing and execution efforts

Vice President, Syndicated & Leveraged Finance, 1996 – 1999

Served in secondary marketing role and primary execution role for leveraged, middle-market and investment grade syndicated financings. Primary industry focus was health care, general industrial, technology and business services.

- Managed marketing materials and execution of acquisition financings, recapitalizations and refinancings of syndicated loan transactions

Associate, Global Corporate & Investment Banking, 1992 – 1995

Completed rotational assignments in Investment Banking, Syndicated & Leveraged Finance and Structured Finance Groups. Led junior staff on re-engineering of internal credit approval process for Global Corporate & Investment Banking division (6 months). Completed formal credit training program (9 months)

OTHER ASSIGNMENTS

XXXX CAPITAL, INC., *high-yield private placement boutique*, Nashville, TN

Founding Associate, 1991 – 1992

XXXX & CO., Nashville, TN

First ever Summer Associate in Corporate Finance Department, 1990

XXXX NATIONAL BANK (now Bankxxxx), Greenville/Rock Hill, SC

Commercial Loan Officer, 1986 – 1989

EDUCATION / PROFESSIONAL DEVELOPMENT

VANDERBILT UNIVERSITY, OWEN SCHOOL OF MANAGEMENT, Nashville, TN

Master of Business Administration, Finance, 1991

WAKE FOREST UNIVERSITY, Winston-Salem, NC

Bachelor of Science, Business, 1986

Professional Licenses: Series 7, Series 63

Professional Training: Sales and Leadership, Robert Morris Credit Analysis Program