

Alexander John Bertoli

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PROFESSIONAL EXPERIENCE

THE BOSTON CONSULTING GROUP (BCG)

Consultant: M&A and Corporate Development Practice

London, UK

January 2017 – Present

- Expert track consultant within BCG's corporate development practice focusing on M&A and corporate finance
- Built detailed P&L model for a global pharma company to analyse profitability of 200+ products across 100+ geographies
- Analysed earnings at risk for a niche-mining company due to potential for further industry consolidation
- Working with global topic experts to build toolkits and presentations to enhance BCG's buy-side M&A advisory business

ALLIANCE HOLDINGS

Investment Analyst: Private Equity

Philadelphia, PA

October 2013 – March 2015

\$200M private equity fund focused on majority buyouts in the lower mid-market industrial manufacturing and distribution sectors

Transaction Experience – Evaluated 100+ potential buyout transactions and closed 4 acquisitions and divestitures

- *Add-on Acquisition of TIGG Corp, a Carbon Filtration Equipment Manufacturer (Closed)* – Led industry and financial due diligence; Forecasted synergies and built multi-scenario operating model; Negotiated financing package reducing borrowing costs by 60%; Uncovered two deferred capex issues during due diligence leading to a 6% reduction in deal price
- *Add-on Acquisition of an Industrial Fan Company (Under LOI when left)* – Negotiated and structured acquisition proposal which included a complex earn-out to bridge valuation gap between Alliance and the seller
- *Sale-Leaseback of \$20M+ real estate across 3 companies* - Spearheaded idea, sourced buyers and executed transaction

Portfolio Company Experience – Board of Director Observer and highly involved in the operations of 3 manufacturing companies

- *Spectral Response* – Spent 1 month on-site helping improve cash position and developing financial forecasting tools to help company avoid bankruptcy and buy time to run an expedited sale process
- *Spencer Turbine / TIGG Corp* – Assisted management team developing strategic plan to overhaul TIGG's sales channels; Worked with CFO to integrate financial systems, deal with merger accounting issues and prepare year-end budget
- *Walker Magnetics* – Tracked / implemented contingency cost savings during liquidity crunch; Renegotiated covenants

MIZUHO SECURITIES

Associate / Analyst: Investment Banking – Industrials

New York, NY

August 2011 – October 2013

- Worked on corporate finance advisory situations, debt / equity financings, strategic capital raises and M&A execution
- Received highest review marks and promoted directly to associate one year earlier than was typical

Transaction Experience

- *Sellside Advisor for a Private Water Rights Company* - Built operational and valuation model; Sourced investors to set up roadshow
- *\$3.0B Acquisition Financing for Precision Castparts* - 1st bookrunner role for an Aerospace & Defense client
- *\$400M Credit Facility for MEGlobal* - Sole Lead Arranger for \$1.0B chemicals company
- *\$5.0B Proposed Acquisition of Aircraft Leasing company by Mizuho* - Evaluated deal as part of six person internal team

MAGNETAR CAPITAL

Junior Analyst: Event Driven/Merger Arbitrage Team

Chicago, IL

December 2009 – August 2011

\$8BN multi-strategy hedge fund with a mandate to invest in global merger arbitrage situations and catalyst-driven value investments

- Analyzed investments via industry research, financial modeling, antitrust analyses and risk/reward calculations
- Developed/Maintained database which tracked investment universe based off real-time trading and valuation methodologies

EDUCATION

OXFORD UNIVERSITY

Masters in Business Administration (MBA) with Distinction

Oxford, UK

Class of 2016

- Dean's List (Top 10%), Chairman of Private Equity Network, St. Hugh's College, 760 GMAT (99th Percentile)
- Winner of the Wharton Private Equity Competition – 26 business schools from 3 continents entered
- Winner of the Bridgepoint Capital Private Equity Competition - 34 teams entered

YALE UNIVERSITY

Bachelor of Arts in Economics

New Haven, CT

Class of 2009

- Varsity Division 1 Lightweight Rowing, Student Investment Fund, Eli Tutoring Program, Delta Kappa Epsilon Fraternity

PERSONAL

- Interests: Basketball, Squash, Adventure Travel, Hiking / Trekking, Online Ticket Arbitrage
- Participant in 4,200 mile bicycle trip across the United States which raised \$300K for Habitat for Humanity
- Spent April to July 2015 in Santiago, Chile advising management of rapidly growing scale-up in preparation of a minority sale