

Bobby Janisch

-Email me on Indeed: <http://www.indeed.com/r/Bobby-Janisch/13c1036d57ae2dbc>

Work Experience

Senior Associate, Investment Banking

Zions Capital Markets - Houston, TX

August 2021 to Present

- # Assist with the origination and execution of capital markets transactions via preparation of pitch materials and composition of internal memorandums highlighting issuer financial performance, key business risks, and comparable trading analyses
- # Develop and maintain Excel-based template detailing historical financial information, debt maturity schedules, credit facility information, and estimated bond fee income opportunities for more than 800 companies across the southern and western U.S. to analyze prospect fee potential and ensure efficient use of bank capital among existing corporate clients
- # Develop, produce, and distribute monthly updates on the U.S. high yield and investment grade bond markets
- # Analyze profitability of lending commitments through review of historical ancillary business opportunities and associated fees at varying positions within credit facility syndicates
- # Manage and mentor junior resources by overseeing production of deliverables and ensuring adherence to deadlines

Associate, Investment Banking Division

January 2017 to June 2021

Analyst, Investment Banking Division

DNB Markets - Houston, TX

June 2013 to January 2017

- # Participated in the origination and execution of more than 300 capital markets transactions including revolving credit facilities, bridge facilities, investment grade and high yield bond offerings, bond tenders and exchanges, initial public offerings, and follow-on offerings primarily for onshore and offshore Energy companies
- # Composed internal approval memoranda evaluating merits of proposed transactions analyzing issuer financial performance, business evaluation, transaction structure, and associated underwriting risk for deals ranging in size from \$52 million to \$32 billion
- # Identified opportunities to market the firm's capabilities by assisting in providing existing and prospective clients with market intelligence, debt financing alternatives, and capital structure recommendations
- # Gauged appetite for deal demand through the analysis of investor or lender participation in comparable transactions
- # Prepared weekly capital markets update distributed to existing & prospective clients encompassing volume, pricing, and issuance information for the U.S. investment grade, high yield, institutional term loan, and equities markets

- # Performed comparable company, capital structure, and transaction analyses
- # Drafted detailed pitch materials, management presentations, and offering memorandums

Select Transaction Experience

LP

- # \$850 million bridge facility / \$1 billion revolving credit facility / \$1 billion high yield bond – TechnipFMC
- # \$5 billion / \$750 million revolving credit facility – Phillips 66 Partners / Phillips 66 Partners LP
- # \$2 billion revolving credit facility – National Oilwell Varco, Inc.
- # \$323 million initial public offering – Noble Midstream Partners LP

Education

Bachelor of Arts in Sport Management

Rice University - Houston, TX

2009 to 2013

Skills

- # Microsoft Excel, PowerPoint, Word; S&P Capital IQ; Bloomberg; AlphaSense
- # FINRA Series 7, Series 63, Series 79, SIE

Certifications and Licenses

FINRA License

Series 79

Series 7

Series 63

Securities Industry Essentials