

ANDRES (ANDY) MONDINO

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EXPERIENCE

LAZARD

New York, NY

M&A Investment Banking Associate, Technology & FIG Group (received full-time offer from internship in 2021)

Aug 2022 – Feb 2024

- Lead deal execution, build financial models, produce marketing materials and manage stakeholders through diligence processes across a number of transactions within the software, payments, fintech and IT services sectors
- Actively worked on +8 M&A engagements and helped clients through two shareholder activism workstreams

Select transactions:

- *Sale of Leading Hospital Software Provider to Global Private Equity Fund For \$200 – 400M (In progress)*
 - Developed and managed full operating model during live process, working with private equity client and management
 - Proactively created merger synergy analyses of potential assets in market to help position the client as the platform of choice for consolidation; built end-to-end cost and revenue pro-forma models, as well as qualitative product fit analysis
 - Led valuation analysis during pitch, leveraging the DCF and LBO, to inform the client of a preliminary indication of value
- *Sale of Thirdera, the Leading ServiceNow Partner Globally, to Cognizant (NASDAQ: CTSI) (2023)*
 - Ideated and prepared all marketing materials outlining key business elements and managed all aspects of diligence with potential buyers, including leading the client through preparation of management meetings and ad-hoc discussions
 - Developed multi-pronged customer cube analysis, directly helping keep strategics in process and further refining story
- *Combination of Beneficient Company With Avalon Acquisition (NASDAQ: AVAC) For \$3.2B (2023)*
 - Built investor presentation used by company management during Investor Day shortly before listing on NASDAQ
 - Conducted debtor payout analyses alongside Restructuring team in a process with a high degree of litigative and solvency risk
- *Western Union's (NYSE: WU) Sale of its Business Solutions division to Goldfinch Partners & The Baupost Group For \$910M (2022)*
 - Created presentation on rationale and deal considerations to help inform committee through the fairness opinion
- *[FIG] State Street's (NYSE: STT) Acquisition of Brown Brothers Herriman Investor Services Division For \$3.5B (2022, aborted)*
 - Advised client and potential buyers through diligence process and built ad-hoc analysis into executive earn-out

MASTERCARD

New York, NY

Senior Analyst, Special Projects, Office of North America CEO

Oct 2018 – Aug 2020

- Ideated and recommended growth strategies for top twenty issuers, including national, regional, and community banks
- Directed a team of five in the planning and rollout of the company's three-year account optimization refresh strategy
 - Resulted in over \$28B in incremental spend volume to date (nearly 0.5% in U.S. spend market share); model has been replicated across multiple regions and recognized in quarterly earnings reports by management

Analyst, North America Corporate Strategy

Jun 2017 – Sep 2018

- Led analyst team to understand Mastercard's positioning within the e-commerce fraud space and developed investment theses; sourced and pitched list of potential targets to management, ultimately resulting in the acquisition of a digital fraud solution provider

Associate Analyst, Mastercard Advisors (Management Consulting)

Aug 2015 – May 2017

- Developed insights for FIs and their merchant partners related to payments, product development, and emerging technologies

STREET FC (Independent Project; Soccer-oriented fitness company offering on-demand soccer games)

New York, NY

Growth & Data Analytics Lead and Investor

Sep 2018 – Aug 2020

- Partnered with Foursquare co-founder to develop business plan and investor pitch for seed funding; oversaw team of four in designing and managing location data platforms in NYC; ran strategic efforts for growth and customer acquisition

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, IL

Master of Business Administration, Concentrations in Finance and Entrepreneurship (3x Dean's Honor List)

Sep 2020 – Jun 2022

- Awarded Chicago Booth 1898 merit-based scholarship; Toigo MBA Fellow

AMHERST COLLEGE

Amherst, MA

Bachelor of Arts in History (with Honors; 3.6 GPA)

Aug 2011 – May 2015

- Founder & Captain of Men's Club Soccer; studied abroad at the London School of Economics, Summer 2013

ADDITIONAL

- Chair and Co-Founder of Young Professionals Association (YPA) at the US Soccer Foundation (Jan 2023 – Present); Steering Committee member of YPA at Americas Society / Council of the Americas (Aug 2022 – Present)
- Marathon Digital Holdings, MBA Corporate Development Intern (Jan 2022 – May 2022); Zolve, MBA Intern (2021 – 2022)
- Merchant GMAT, MBA Admissions Coach & Mentor (Jun 2020 – May 2022); helped 5+ clients gain admission to top 7 programs
- *Other:* Native Spanish speaker; lived in Argentina for my first 14 years (dual citizenship); Series 79, SIE; avid soccer fan (Boca Jrs)