

# Jackson Woods

## Investment Banking Analyst

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### WORK EXPERIENCE

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Resume Worded, New York, NY 09/2015 – Present *Financial services startup with 50+ employees and \$100m+ annual revenue*

#### Investment Banking Analyst

- Spearheaded the development of a new product launch for 15 international companies; led to additional revenue of \$5.2M.
- Prepared 9 financial models and assisted with due diligence on mergers and acquisitions worth over \$210M.
- Performed a financial analysis showing a subject company was undervalued by 63%, which was used in negotiations to raise its asking price to \$72M from \$33M.
- Pitched the allocation of \$210M to institutional investment capital in Asian markets by implementing an alternative financing strategy that increased project ROI by 78%.

Polyhire, London, United Kingdom 10/2012 – 08/2015 *NYSE-listed investment company in 21 countries*

#### Investment Banker

- Evaluated and progressed the sales of \$3M in loan products; rewarded by management with a 4.7% pay rise in 2014.
- Introduced and defined the strategy for a new line of business with 200 clients, which led to a 57% growth YoY.
- Increased the size of an average portfolio from \$2M to \$17M in the first year using a mixture of equity and debt injection.

Growthsi, London, United Kingdom 01/2010 – 09/2012 *Loans on-demand SaaS with 150,000 paying users*

#### Banking Analyst

- Analyzed credit applications for loans exceeding \$500K by developing loan products targeting 78 small businesses and individuals based on market research.
- Authorized loans totaling \$50M to real estate professionals after conducting valid inspections of 17 properties submitted as collateral.
- Handled the loan processes for 26 borrowers totaling \$23M in the first month of employment.

**Acquisition Specialist**, ABC Company, London, United Kingdom 11/2008 – 12/2009 **Credit Officer**, XYZ Company, London, United Kingdom 07/2005 – 10/2008

### EDUCATION

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**Resume Worded University**, New York, NY 06/2005 Bachelor of Science — Business Administration

### SKILLS

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**Technical Skills:** Tableau (Advanced), Looker (Experienced), Segment, Amplitude

**Industry Knowledge:** Hypothesis Testing, Recommendation Engines, Customer Segmentation Analysis (Advanced)