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PROFESSIONAL EXPERIENCE

Resume Worded, New York, NY Jun 2018 – Present Investment Banking Managing Director

- Acquired \$2.1BN in sales while transforming composition from credit to a fee income model within the first 30 days in office.
- Delivered a 72% quarterly sales growth, including 41% in the year ended November 2018, while maintaining capital discipline and increasing returns.
- Exceeded RW's individual and team targets for a \$1BN revenue, fee, and net income growth by 18%, commended by the CEO and Board of Directors.
- Created processes that focused the team's efforts on highest priority clients/fee opportunities, helping drive an 18% increase in revenue and growing fees from 13% to 63%.
- Managed capital and risk/return to consistently achieve a 73% increase in return on capital in 2019, 2020, and 2021 consecutively.

Growthsi, San Francisco, CA Nov 2013 – May 2018 Vice President

- Developed and implemented 25 processes that increased the response times for credit commitments, reducing approval time for large commitments by 82%
- Conceived and delivered 120 pitches across a spectrum of debt and risk management products to 10K clients in two continents.
- Collaborated with 32 product groups across 1.2K firms to provide capital raising, risk management, and liquidity management solutions.
- Negotiated pricing and contracts with 29 systems vendors; successfully achieved an 87% reduction in spend QoQ.

Resume Worded's Exciting Company, New York, NY

Investment Banking Associate June 2009 – Oct 2013 ● Assisted in preparing financial models and presentations, including company valuations, capital raising strategies, and merger & acquisition transactions, for 1.2K clients.

- Delivered 600 presentations for 1.7K clients evaluating appropriate capital structure, debt capacity, liability management opportunities, and financing alternatives.
- Collaborated with product teams, risk management, and portfolio to deliver service to 19K clients and market bank products, contributing to a \$19M fee revenue.
- Developed connections with 2K key contacts at 36 target companies and other stakeholders involved in deal execution.

EDUCATION

Resume Worded University, San Francisco, CA May 2009 Master of Business Administration Candidate; Major in Finance

SKILLS

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|----------------------|--------------------------|------------------------|-------------------------|
| ● Technical Skills ● | ● Mergers & Acquisitions | ● Capital Markets ● | Polish (Conversational) |
| Industry Knowledge ● | ● Change Management ● | English (Fluent) | |
| Languages | Russian (Native) | ● Valuations | |
| | ● Consumer Products | ● Financial Analysis ● | |