

# Connor Woods

Investment Banking Vice President

## WORK EXPERIENCE

**Resume Worded**, London, United Kingdom

*A lender that provides home equity lines of credit in 38 states*

Investment Banking Vice President 08/2021 – Present

- Executed complex M&A transactions worth \$500M+, leading to significant value for 20+ HNIs in Q1 2022.
- Advised customers on capital raising methods, leading to the successful execution of 30+ debt and equity financing deals totaling \$1B.
- Initiated procedure advances and streamlined operational efficiencies, reducing deal execution time by 24 hours and enhancing staff productivity.
- Collaborated with legal, compliance, risk management, and 10+ other cross-functional teams to ensure regulatory compliance; mitigated potential risks by 85%.

**Polyhire**, London, United Kingdom

*Helps personal and wealth clients build financial strength*

Senior Loan Officer 10/2019 – 07/2021

- Attained a customer satisfaction rate of 95% and received 10+ service excellence awards by providing outstanding client service.
- Closed an average of 20+ monthly loans, totaling \$310K+ in loan volume, while maintaining a delinquency rate of <5.1%.
- Achieved a loan portfolio growth of 17.6% year-over-year, surpassing KPI targets and contributing to Polyhire's overall profitability.
- Enforced a proactive loan monitoring system that reduced late payments by 72 hours and minimized loan defaults from 72% to 19%.

**Growthsi**, London, United Kingdom & Barcelona, Spain

*Specializes in mortgages that help customers refinance homes*

Bank Operations Manager 06/2018 – 09/2019

- Collaborated with different teams to establish a customer onboarding process that reduced Turnaround time (TAT) by 30 minutes and enhanced customer experience.

- Supervised the launching of an automated reconciliation system that reduced manual errors by 50% and improved reconciliation accuracy.
- Partnered with 20+ operations team members to provide leadership, training, and performance control, achieving a 74% increase in productivity.
- Achieved an 87% accuracy in processing daily transactions, ensuring high-quality service delivery and minimizing errors.

## PREVIOUS EXPERIENCE

**Financial Analyst**, ABC Company, London, UK 11/2017 – 05/2018  
**Investment Banker**, XYZ Company, New York, USA 01/2016 – 10/2017  
**Teller Supervisor (Internship)**, ABC, New York, USA 07/2014 – 12/2015

## CONTACT

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## SKILLS

*Hard Skills:*

- Financial Analysis
- Valuation
- Capital Raising
- Financial Modeling
- Deal Execution
- Financial Reporting

*Techniques:*

- Due Diligence
- Collection Management
- Mergers and Acquisitions (M&A)

*Tools and Software:*

- Microsoft Excel
- Bloomberg Terminal
- FactSet
- Salesforce

*Languages:*

- English (Native)
- Romanian (Native)
- Spanish (Conversational)

## EDUCATION

University of New York Master of Business Administration  
Strategy, Operations, and Marketing  
New York City, New York

10/2011 - 06/2014

## **OTHER**

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• Chartered Financial Analyst (CFA) Certification - 2022 • Financial  
Risk Manager (FRM) Certification - 2019