

Connor R. Cote

235 2nd Avenue Apartment 5A • New York, NY 10003 • 404-422-3109 • ConnorRCote@gmail.com

EXPERIENCE

- 2017-Present** **Bank of America Merrill Lynch** **New York, NY**
Analyst, Financial Institutions Group
- Create management presentations, confidential information memorandums and pitch presentations for insurance, depositories, financial technology, specialty finance and asset management clients
 - Participated in more than 10 client board meetings and worked directly with more than 15 top executives
 - *QBE Insurance Group sale of its Latin American operations to Zurich Insurance Group for \$409 million*: Coordinated with executives from seven divisions across five countries to create a 148 page business and financial summary as well as financial projections and valuation analysis. Actively managed the data room with over 9,000 documents and a diligence tracker with over 5,500 diligence requests
 - *CoBiz Financial sale to BOK Financial for \$977 million*: Created accretion / dilution merger model and calculated intrinsic value using a dividend discount model while analyzing precedent transactions and comparable valuation metrics. Presented to the Board and Capital Formation Committee on eight occasions and the fairness opinion
 - *\$1.5 billion buy-side transaction for a major American life Insurance company (active)*: Created operating statutory earnings model and reconciliation to GAAP for accretion / dilution and merger analysis. Presented valuation to client's executives to help generate the first round bid
- Summer 2016** **Bank of America Merrill Lynch** **New York, NY**
Summer Analyst, Financial Institutions Group
- Performed historic exchange ratio valuation on a proposed billion dollar depository buy side transaction
 - Researched the negative interest rate environments across Europe and Asia to present to a major American insurance provider

EDUCATION

- May 2017** **Boston College Carroll School of Management** **Chestnut Hill, MA**
Bachelor of Science, Management; Concentrating in Accounting & Finance
Minor in French, GPA: 3.5/4.0
- Varsity Men's Crew Team (2013-2017); *Two-time New England Rowing Champion (2014 & 2015), Boston College Lightweights Most Improved Rower (2015)*
 - One of ten seniors selected to serve as Student Advisor to over 1,200 students in the Carroll School of Management. Responsibilities included resume critiques, cover letter reviews, and general job-related coaching
- ESCP Europe** **Paris, France**
Study Abroad Semester Fall 2015
- Hong Kong University of Science & Technology** **Hong Kong, China**
Study Abroad Semester Spring 2016

PERSONAL

- Completed BofAML's formal "Financial Edge" Training
- Conversational proficiency in French
- Obtained FINRA Series 79 & 63 certifications
- Other interests include skiing and snowboarding in Colorado, golf, college football and participating and watching sports