

## JOSH GLADE

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### EDUCATION

**GEORGETOWN UNIVERSITY, McDonough School of Business**  
**Master of Business Administration**

**Washington, DC**  
*May 2012*

**EMORY UNIVERSITY, Goizueta Business School**  
**Bachelor of Business Administration, Finance and Accounting**  
▪ Finance GPA: 3.8

**Atlanta, GA**  
*May 2004*

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### EXPERIENCE

**PINE CREEK PARTNERS, LLC**  
**MBA Associate**

**Washington, DC**  
*Spring 2011 – Present*

*Middle market private equity firm funded by Bill Gates*

- Analyze and qualify investment opportunities using DCF, precedent transactions, and comparables valuation techniques.
- Work directly with portfolio company board members and executives to develop complex operating expenditure models for usage during board meetings and executive budgeting sessions.

**TM CAPITAL CORP.**  
**Associate and Analyst**

**Atlanta, GA**  
*Fall 2007 – Spring 2010*

*Investment bank which has completed over 200 transactions with a combined value in excess of \$12bn*

- Promoted to associate nearly one year before completion of analyst program.
- Assisted clients in identifying, structuring, and negotiating strategic acquisitions of companies and divisions.
- Selected from pool of 25 candidates to manage all cross-border transactions, amounting to 33% of firm revenues, via TM Capital's affiliation with M&A International, the world's largest consortium of middle market investment banks.
- Managed relationships with M&A International partners and clients in Europe, Asia, Africa, Latin America, the Middle East, and North America.
- Completed financing and sales transactions valued up to \$70mm.
- Analyzed financial and strategic rationales of M&A transactions in conjunction with client executives.
- Supervised a five person team of analysts and interns.

**EARTHLINK INC.**  
**Financial Analyst**

**Atlanta, GA**  
*Fall 2006 – Fall 2007*

*Municipal Networks subsidiary, which provided ubiquitous wireless internet access, followed by VoIP business unit*

- Retained during transformational headcount rationalization that eliminated the Municipal Networks business unit and 50% of total company employees.
- Assisted in planning Earthlink's restructuring, and filled role previously held by VoIP Business Unit CFO.
- Modeled and evaluated NPV, IRR, and Payback of projects with up to \$80mm in capital expenditures.
- Approved product pricing and promotions to maximize profits.
- Assisted in contract negotiations with sales partners valued up to \$21bn.

**DELOITTE & TOUCHE LLP**  
**Senior Accountant and Staff Accountant**

**Atlanta, GA**  
*Fall 2004 – Fall 2006*

- Assigned to a senior auditor role five months before regularly scheduled promotions.
- Rated a top performer out of 70 peers in terms of client service and technical accounting ability.
- Audited all major financial statement accounts for GAAP compliance.

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### DISTINCTIONS

**Achievement:** Passed CPA exam in first sitting

**Global Mindset:** Avid business and world traveler (Asia, Latin America, the Middle East and Europe)

**Leadership:** American-Israel Chamber of Commerce member; Co-Founding member of the Israel Investment Taskforce

**Involvement:** Painter and art collector