

VISHAL SEN

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EXPERIENCE

UNIMIN CORPORATION

Manager, Corporate Development

New Canaan, CT

August 2010 – Present

- Reporting to the CFO, analyze numerous acquisition and divestiture targets within the industrial minerals sector, including performing valuation analysis and leading the due diligence process with cross functional areas involving financial, legal, engineering, mine planning & geology, insurance, environmental affairs, operations and human resources.
- Perform financial justification on multi-million dollar capital expenditure projects across North America.
- Assist in the strategic planning process and preparation of various Board of Director presentations, including those made to Belgian parent company SCR-Sibelco, justifying growth initiatives.
- Monitor competitive intelligence on competitors and customers and apprise senior executive management on key developments.

VIAD CORP

Analyst, Corporate Development

Stamford, CT

September 2008 – August 2010

- Advised and supported senior corporate and operating company management within the company's Marketing & Events Services and Travel & Recreation segments, with various acquisition initiatives. Performed valuation analyses for 20+ potential acquisition targets totaling \$560M in Revenue, using established financial methodologies, including discounted cash flows, precedent transactions and comparable company analyses.
- Led and co-ordinated the due diligence process with in-house functional groups including Accounting, Legal, Human Resources, Insurance, Real Estate, and Information Technology and with external parties, including the Target's bankers.
- Supported the execution of the company's strategic planning process. Performed market-sizing, market segmentation, SWOT, five forces and other strategic analyses for various Strategic Business Units. Compiled analysis and related power point presentations for Board of Director meetings.

ETI CONSULTING

Director, Corporate Finance (Transaction Advisory Services)

New York, NY

October 2004 – September 2008

- Performed financial due diligence for leading Private Equity Groups & Strategic Buyers, covering the media, technology, energy, healthcare and consumer goods sectors, with total deal value exceeding \$2 billion. Assessed industry dynamics, analyzed the target company's historical and pro-forma financial statements, working capital requirements, and the overall quality of earnings.
- Advised the leveraged finance group of a leading investment bank, in a debt transaction equating to \$400 million. Analyzed pro-forma financial statements, related revenue forecasts and performed variance analyses.
- Prepared detailed valuation model and analyses for a \$300 million spin-off of a strategic business unit, as part of a company's restructuring efforts.
- Prepared credit analyses, to substantiate the commercial reasonableness of interest rate on subordinated debt involving Canadian Income Trusts, in various cross border acquisitions, exceeding \$1 billion. Prepared financial model & forecast, analyzed industry and high yield comparables, performed Discounted Cash Flow analyses, and computed detailed financial and credit metrics.

KPMG

Summer Associate, Mergers & Acquisitions

Milan, Italy

May 2003 – August 2003

- Co-authored white-paper analyzing mergers and acquisitions within the personal care sector. The paper was distributed to several clients and senior management. Conducted detailed industry analysis on the sector including assessing industry trends, company growth strategies and overall success factors.
- Analyzed Proctor & Gamble's \$6 billion acquisition of Wella. Performed valuation analyses and prepared financial model to ascertain the market's reaction to cost synergies created over 3 years. Compared the same to company pre-acquisition estimates and analyzed reasons for difference.

ARTHUR ANDERSEN

Senior Consultant

Mumbai, India

July 1996 – June 2000

- Assisted global corporations set up operations in India. Advised on feasibility of investments, developed tax planning measures and provided comprehensive business and regulatory advice.
- Advised a company on its strategy for contesting an adverse regulatory verdict. This saved the company \$1 million, equating to 48% of its revenues for that year.
- Part of core team that assisted the State Government organize a global investor conference, for India's most industrialized state.

EDUCATION

GEORGETOWN UNIVERSITY

Washington DC

Master of Business Administration

2002 - 2004

- Graduate Teaching Assistant (Finance)
- Global Consulting Engagement with Nestle, Brazil, to advise on marketing and distribution strategy within the Sao Paolo market

OXFORD UNIVERSITY

Oxford, England

Graduate Program in International Management (Study abroad exchange)

August 2003

- Electives in strategic alliances and change management

UNIVERSITY OF MUMBAI (BOMBAY)

Mumbai, India

Master of Commerce (Major in Accounting and Financial Management)

2000 - 2002

Bachelor of Commerce (Major in Accounting and Financial Management)

1993 - 1996

- Graduated with a First Class
- Recipient of State Merit Scholarship for academic excellence
- Top student honors for excellence in accounting, math and public speaking

SKILLS / OTHER

Languages: Bilingual; English & Hindi

Skills: Advanced excel financial modeling and power point skills

Visa Status: U.S. Permanent Resident (Green Card; no visa sponsorship required)