

# KYLE D. FRY

800 6<sup>th</sup> Avenue, #24E, New York, NY 10001  
720-837-5039 | kyledfry@gmail.com

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## EXPERIENCE

- 2009 – Present **CREDIT SUISSE** **NEW YORK, NY**  
& Summer 2008 *Investment Banking Division*  
**Associate, Mergers & Acquisitions Group**
- Ranked among top five in 2009 IBD associate class; selected as Junior Co-Captain of recruiting at CBS
  - Analyze and execute global mergers, acquisitions, divestitures, leveraged buyouts and recapitalizations for corporate and financial sponsor clients in various industries
  - Lead client interactions for sell-side and buy-side transactions and perform extensive financial and operational modeling and due diligence
  - Created proprietary model for mandatory convertible security; model is now used by client and the Structured Products Group
- Select Transaction Experience*  
Advised on more than \$30B of announced transactions and have been the key contact to executive level clients on several M&A engagements
- Advised SPX (SPW) on the sale of its Service Solutions business to Bosch GmbH for \$1.15B
  - Advised 3M (MMM) on its \$550M acquisition of Avery Dennison's (AVY) Office and Consumer Products segment
  - Advised Bloomberg LP on its \$1B acquisition of The Bureau of National Affairs (BNA)
  - Advised Singapore Technologies Telemedia on its sale of Global Crossing (GLBC) to Level 3 (LVL3) for \$3B
  - Advised Pactiv (PTV) on its sale to Reynolds Group Holdings (subsidiary of Rank Group) for \$6B
  - Delivered inadequacy opinion to Airgas's Board (ARG) on the unsolicited tender offer by Air Products (APD)
  - Advised and delivered fairness opinion to MetLife (MET) on its \$15.5B acquisition of ALICO (subsidiary of AIG)
  - Advised Castle Harlan on its sale of Ames True Temper for \$542M to Griffon Corporation (GFF)
- 2003 – 2007 **CORPORATE EXPRESS (acquired by Staples)** **BROOMFIELD, CO**  
*Multinational Office Products Company*  
**Merchandising Department – Financial Analyst IV (2006 – 2007)**
- Lead analyst for Solution Selling Initiative; led to \$6M cost savings
  - Created a proprietary database application for customized financial and operational reporting
  - Teamed with Planning and Analysis department on initiative to develop corporate financial reporting structure
- Marketing Department – Senior Marketing Analyst (2004 – 2005)**
- Led weekly meeting with VP of Marketing on campaign ROI discussions; led to doubling of budget
  - Managed development, implementation and assisted with creation of multi-million marketing database
  - Designed and implemented an early warning system to identify attrition based on customer ordering
- Sales and Margin Department – Pricing and Sales Analyst (2003 – 2004)**
- Managed developer and implemented a preferred product substitutions project based on pricing algorithm
  - Developed several ad hoc database applications to track and identify sales, margin and volume

## EDUCATION

- 2007 – 2009 **COLUMBIA BUSINESS SCHOOL** **NEW YORK, NY**  
**MBA, Finance, May 2009 with Honors**
- Awarded:* Top 10% of class, Beta Gamma Sigma and Dean's List for 2008 and 2009  
*Elected:* Co-President Soccer club, GBA Board Member, Cluster Academic Representative and AVP  
Education - Private Equity & Venture Capital club  
*Member:* Investment Banking and Junior Achievement clubs  
*Additional:* Tutor for Columbia Business School Full-Time and Executive students
- 2000 – 2002 **COLORADO STATE UNIVERSITY** **FORT COLLINS, CO**  
**BS, Computer Information Systems, December 2002; GPA: 3.5**  
*Elected:* Captain of men's club soccer team (3 years)

## ADDITIONAL INFORMATION

*Professional Accreditations:* Series 7 and 79 licensed  
*Computer skills:* Advanced Excel, VBA, Access/extensive data mining analysis and multiple regression  
*Other:* Led CBS men's soccer team to three championships