

**MARK D. CALZOLANO**  
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<b>SUMMARY</b>	Seasoned corporate finance executive with 18 years of transaction experience, currently serving as a senior member of an M&A platform company. Tenure also includes 15 years as an investment banking professional, advising middle market private and public companies and leading teams through all transaction phases including mandate award, process, negotiation and close.
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<b>EXPERIENCE</b>	<b>GLOBAL INTEGRATED BUSINESS SOLUTIONS LLC</b>
2009 – Present Chicago, IL	<b>Senior Vice President</b>  Member of M&A platform company focused on acquiring and investing in the engineering and construction services industry across all infrastructure sectors. Co-led process to identify and negotiate a 15-month strategic relationship with the Private Equity Group at Ares Management LLC. <ul style="list-style-type: none"><li>■ Internal M&amp;A professional managing evaluation of transaction opportunities and bid processes</li><li>■ Traditional corporate development activities including identification of and discussions with target firms, due diligence process management including legal/accounting/end markets, financial analyses and returns modeling, and communication with industry banking professionals concerning transaction opportunities</li></ul>
1999 – 2009 Chicago, IL	<b>WILLIAM BLAIR &amp; COMPANY LLC – MERGERS &amp; ACQUISITIONS GROUP AND COMMERCIAL &amp; INDUSTRIAL GROUP</b> <b>Partner (2005 – Jan 2009), Vice President (2002 – 2004), Associate (1999 – 2001)</b> <ul style="list-style-type: none"><li>■ Led M&amp;A and strategic advisory transaction teams focused primarily on commercial and industrial service and product sectors</li><li>■ Focused on infrastructure related sectors including engineering and architectural services, specialty contracting, rail products and services, and building products</li><li>■ Advised on sell-side and buy-side M&amp;A transactions, special committees, fairness opinions and strategic alternatives on behalf of public and private companies</li><li>■ Responsible for all aspects of M&amp;A and strategic advisory processes, including presentation of qualifications, client management, transaction assessment, valuation and marketing strategy, oversight of materials preparation, transaction marketing and buyer discussions, and negotiations</li><li>■ Directed business generation and client development activities to identify, cultivate and secure new business opportunities in targeted market sectors; managed long-term client relationships</li><li>■ Served on recruiting committee, participated in numerous academic, conference and internal presentations</li></ul>
1998 – 1999 Chicago, IL	<b>ROBERT W. BAIRD &amp; CO. – INVESTMENT BANKING GROUP</b> <b>Associate</b>
1993 – 1997 Chicago, IL	<b>MERRILL LYNCH &amp; CO. – EXCLUSIVE SALES &amp; DIVESTITURES GROUP</b> <b>Associate (1995 – 1997), Analyst (1993 – 1995)</b>
1991 – 1993 Chicago, IL	<b>AMERICAN NATIONAL BANK &amp; TRUST COMPANY OF CHICAGO</b> <b>Commercial Loan Officer (1992 – 1993), Credit Analyst (1991 – 1992)</b>

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<b>EDUCATION</b>	<b>UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS</b>
1995 – 1998 Chicago, IL	<b>Master of Business Administration</b> <ul style="list-style-type: none"><li>■ Concentrations: Finance and Accounting</li></ul>
1987 – 1991 South Bend, IN	<b>UNIVERSITY OF NOTRE DAME</b> <b>Bachelor of Business Administration</b> <ul style="list-style-type: none"><li>■ Major: Finance and Business Economics</li></ul>

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**Transaction and Professional References Available Upon Request**