

John D. Coury

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PERSONAL SUMMARY

- 3+ years experience in the investment banking, private placement and alternative investment business
- FINRA Series 7/66 licensed
- Currently pursuing MBA from Barney School of Business, University of Hartford
- Former collegiate baseball player at a Division I program

PROFESSIONAL EXPERIENCE

WorldVest Capital Markets (Division of Trump Securities)

Hartford, CT

Junior Investment Banker

April 2010 – Present

- Partnered with senior banker on 5 deals and secured \$28mm in institutional debt and equity financing for early-mid stage companies within the healthcare and energy sectors
- Established relationships and industry contacts with institutional capital sponsors across the country
 - Targeted Private Equity, Venture Capital and Family Offices with matching investment criteria
- Completed due diligence and financial analysis for vetting 10 prospective companies
 - Conducted qualitative and quantitative research to understand each Company's business model
- Selected Transaction Experience:
 - Mediglider, Corp. (Medical Technology Company) – Austin, TX
 - Term sheet for \$5mm Preferred Equity, \$1mm Purchase Order Financing
 - Assisted in the negotiation of the term sheet and Company valuation
 - Worked with CFO to create financial projections based on pipeline of orders and commercialization strategy; Analyzed financial model to determine break-even analysis
 - Gyrx, LLC. (Medical Device Accelerator) – Jacksonville, FL
 - Term sheet for \$9mm Senior Secured Debt with warrants
 - Arranged and participated in a site visit with investor
 - Assisted with the development of a strategic buyer list for the Company's 5 device groups
 - Assisted the Company with due diligence requirements and valuation negotiations
 - Originated a Joint Venture between Gyrx and a Venture Fund
 - The Fund will provide Gyrx with Intellectual Property to accelerate its development cost-efficiently while sharing in sales revenue and the profits of an exit.
 - Iverson Genetic Diagnostics, Inc. (Genetics-based Lab Services) – Seattle, WA
 - Term sheet for \$6mm Preferred Equity, \$2mm Accounts Receivable Financing
 - Worked with CEO to create effective slide deck and executive summary
 - Created a financial spreadsheet showing the profit margins in each of their 4 test panels
 - Insurance Reimbursement versus Cost of Goods

Wealth Preservation Partners

Hartford, CT

Investment Advisor

June 2009 – June 2011

- Provided complex investment analysis and advanced portfolio construction for family office clients
- Sold Mutual Funds, ETFs, Managed Accounts, Private Placements and Alternative Investments

Waddell & Reed

Hartford, CT

Financial Advisor

October 2008 – June 2009

EDUCATION

University of Hartford

West Hartford, CT

Bachelor of Arts in Communication

May 2008

- Leadership Award recipient for student-athletes, 2006-2007
- Dean's List and Scholar-Athlete, 2004-2008

LICENSES & CERTIFICATIONS

- FINRA Series 7/66 licensed