**Javier Ortiz, MBA**

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**CORPORATE FINANCE PROFESSIONAL**

**Business Development & Transaction Execution**

Corporate finance executive with an established record of success generating new business, sourcing lucrative investment opportunities, cultivating relationships, reducing risk, and structuring/executing transactions. Combines exceptional business relationship management skills with strong strategic, financial, analytical, and negotiation skills; extensive network of investor relationships. Mentor and leader of new and experienced associates. Strong and decisive leadership competencies, yet flexible in responding to changing organizational demands. Fluent Spanish; Conversational French and Portuguese.

Expertise includes:

Business Development / Deal Origination & Execution / Client Management / Cross-Border Transactions

Corporate Valuation & Investment Analysis / Training & Development / Financial Sponsor Transactions

Corporate Acquisitions & Divestitures / Fixed Income & Equity Capital Market Transactions

**PROFESSIONAL EXPERIENCE**

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| **Phare capital, llc, New York, NY** | **2009-present** |

*Advisory firm providing fundraising services for clients seeking private equity and investment capital*

**Consultant**

Responsible for developing new business and executing transactions for clients across a variety of sectors, including consumer products, aviation finance and alternative investment management

* Developed and marketed corporate investment programs to a wide range of private equity firms
* Completed analytical material for alternative investment manager seeking strategic partners

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| **Stuart Lammert & Co., New York, NY / Toronto, ON** | **2004-2009** |

*M&A advisory firm representing multinational corporations with strategic opportunities*

**Director and Equity Partner**

Responsible for execution, including new business development, financial analysis, industry specific research, development of analytical material, client call participation, and presentation material. Managed key business relationships to generate long-term growth and performed on-site due diligence. Served as the firm’s subject matter expert on transaction structuring, financial analysis, and accounting and tax related issues

* Originated and executed numerous strategic transactions totaling over $400 million for multinational clients across a range of sectors
* Developed near and long-term revenue growth by sourcing, developed, and cultivating business relationships with world-leading corporations, providing exceptional service and acquiring extensive network of high-level contacts
* Worked with clients in new markets, including aerospace and defense, petrochemicals, enterprise software, and more
* Strengthened institutional capabilities by developing and implementing analytical models, including discounted cash flow, LBO and merger models, as well as project viability analysis

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| **Citigroup Global markets and salomon brothers, inc., New York, NY** | **1996-2002** |

**Vice President, Investment Banking Division – Global Energy Group** (2001-2002)

**Associate, Investment Banking Division – Global Energy Group** (1996-2000)

Recruited to Global Energy Group to manage various corporate transactions (had 4 direct reports; 17 indirect); develop and cultivate client relationships, and direct business development and project execution initiatives.

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| **Citigroup Global markets and salomon brothers, inc., New York, NY** | **1996-2002** |

* Negotiated and closed $1 billion international asset swap for integrated energy company, and successfully managed several constituencies with client and counterparties
* Successfully secured and executed project transaction mandates totaling more than $25 million in fee revenue and closed the largest emerging market equity transaction (2001); led $800 million international IPO execution for the largest publicly-traded company in Latin America
* Recruited, hired, trained, developed, and mentored new associates and analysts to achieve/surpass targeted organizational goals and business objectives
* Directed client and internal company transaction processes; mergers and acquisitions, equity/debt capital markets, transaction and fairness committees

**PREVIOUS PROFESSIONAL EXPERIENCE**

**Credit Analyst – FIRST FIDELITY BANK, NA, Newark, NJ**

Successfully completed nine-month credit training program (achieved top performance) and was immediately promoted to Team Leader to manage and train junior credit analysts. Responsible for evaluating and structuring commercial client transactions across numerous sectors and preparing credit extension recommendations for highly leveraged transactions; worked in cooperation with client coverage officers and credit committee. Consistently achieved high accolades from senior management for outstanding performance throughout tenure and was selected to establish and direct a new credit group.

**EDUCATIOn and professional development**

**M.B.A. - Finance and Accounting**

The University of Chicago Graduate School of Business, Chicago, Illinois

Dean’s List for 5 of 6 quarters

Co-chair of the Latin American Business Group

**B.Sc. - Management and Economics**

Bucknell University, Lewisburg, Pennsylvania

Associate Investment Banking Training Program **•** Salomon Brothers, Inc.

Credit Analyst Training Program **•** First Fidelity Bank, NA

**LANGUAGES**

Bilingual English / Spanish **•** Proficient French / Portuguese