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| **SRIDHAR KONERU**  1016 Austin Pond Dr, Cary, NC 27519  Ph: 512-740-3895  [sridharkoneru73@gmail.com](mailto:sridharkoneru73@gmail.com) | | | |
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| **Summary** | A finance professional with strong analytical and business development skills. Worked closely with top management proposing and executing M&A, Capital Market, and growth strategies. | |  |
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| **Education** | **Cornell University, Johnson Graduate School of Management** | **Ithaca, NY** | |
|  | Master of Business Administration, May 2008 | |  |
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|  | **ANNA University, College of Engineering Guindy** | **Chennai India** | |
|  | Master of Engineering , Electrical Engineering, January 1998 | |  |
|  | First Class with Distinction. | |  |
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|  | **Nagarjuna University, K. L College of Engineering** | **A.P, India** | |
|  | Bachelor of Technology , Electrical Engineering, May 1995 | |  |
|  | First Class with Distinction. | |  |
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| **Certificates** | Project Management Professional (PMP). Member of Project Management Institute. | |  |
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| **Experience** | **Quintiles Transnational** | **Durham, NC** | |
| 2008-Present | ***Director – Mergers & Acquisitions, Capital Markets, Investor Relations*** | |  |
|  | * Worked with Executive Management to formulate growth strategies, identify targets globally and execute mergers, acquisitions, divestitures, and strategic partnerships/joint ventures. Conducted the due diligence, performed detailed valuation analysis, negotiating purchase price and purchase agreements, prepared information memoranda for senior management and board of directors, and closed the approved transactions. Worked with investment bankers to identify and acquire target companies domestically and internationally. | |  |
|  | * Was part of Quintiles Capital team, the Private Equity and Venture Capital arm of Quintiles and managed the deals end to end where Quintiles took equity stake. My responsibilities included identifying targets globally, performing detailed valuations, preparing and negotiating terms sheets, performing due diligence, negotiating purchase agreements. * Worked on capital market transactions like raising and refinancing debt, recapitalization of Quintiles equity, analysis of public equity markets for an opportune time for Quintiles to go public. My responsibilities included working with the Investment Bankers and private equity groups to analyze the terms and conditions, prepare financials and other information memoranda, participated in investor presentations, presentations to rating agencies, credit agreement negotiations. I successfully executed several capital market transactions. * Prepared presentation material and other financial analyses for monthly investor meetings. Also worked on corporate finance transactions like providing announced dividends to the shareholders. | |  |
|  | * Built a high performance team with people from every part of the business (HR, facilities, sales, operations, finance, legal) to conduct detailed due diligence. | |  |
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| 2005-2008 | **Affiliated Computer Services (ACS)** | **Lexington, KY** | |
|  | ***Project Manager – Mergers & Acquisitions*** |  | |
|  | * Worked with top management and LOB Managing Directors to formulate growth strategies, identify and execute mergers, acquisitions, divestitures, and strategic partnerships. Conducted the due diligence, performed detailed valuation analysis and financial modeling, prepared information memoranda, and analyzed strategic issues for various lines of business. |  | |
|  | * Managed corporate M&A initiatives end to end beginning with identification of target companies all the way to acquiring and integrating the companies. Developed a new M&A process using project management approach. This new process helped shorten the time to acquire and integrate companies. It has also enhanced M&A team’s ability to effectively work on several M&A projects simultaneously. |  | |
|  | * Worked with investment bankers to identify and acquire target companies domestically and internationally. |  | |
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| 2000-2005 | **Broadwing communications (cincinnati  bell)** | **Austin, TX** | |
|  | ***Manager – Business Intelligence*** | |  |
|  | * Member of the due diligence team for acquisition of Focal communications. Managed Integration of the two companies after the acquisition. | |  |
|  | * Developed the concept and implemented a business intelligence platform that helped Broadwing save $240 million annually in operations costs. | |  |
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| 1998-2000 | **TATA CONSULTANCY SERVICES (TCS)** | **Iselin, NJ** | |
|  | ***Consultant*** | |  |
|  | * Consulted for several Fortune 100 companies to set their technology strategy. Some of the clients include GE, AOL, and Lockheed Martin. | |  |
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| **Skills/Awards** | * Excellent working knowledge of Microsoft Office, specifically Excel and PowerPoint. | |  |
|  | * Strong financial modeling skills. Strong research and financial analysis skills. | |  |
|  | * Recipient of ACS Excellence awards in 06 & 07 for outstanding performance. | |  |
| **Personal** | * Languages: Fluent in English, Hindi, and Telugu. | |  |