**ALEXANDER KOTLYAR**

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**SUMMARY**

* Finance professional holding M.B.A. and M.S. in Industrial and Operations Engineering
* A well-rounded international background in industrials, automotive, infrastructure, publishing, IT services
* Financial transaction experience gained in restructuring, investment banking, consulting, and operating roles
* Strong finance, accounting, modeling, research, presentation and project management skills

**EXPERIENCE \_\_\_\_\_**

**ESVAL GROUP LLC** **Jersey City, New Jersey**

***Founder, General Industrials & Financial Advisory*** Nov 2010 – Present

* Conducted buy-side due diligence of industrial businesses and generated deal flow by collaborating with 1,061 business intermediaries and 160 companies for middle market private equity firms and wealthy investors:
* Developed valuation model and performed technology, company and industry due diligence for a $40M Private

Placement into a novel automotive engine company for a merchant bank

* Created an LBO model for a $9M buyout transaction of a manufacturer and advised private equity investors in

deal negotiations with the company’s owners; identified the company as a potential acquisition target

* Advised senior executives of $1.5B IT services company to turn around its troubled $100M account at Nissan

**ZOLFO COOPER** *– preeminent restructuring and turnaround management firm on Wall Street* **New York, New York**

***Manager, Corporate Restructuring & Advisory*** Aug 2008 – Oct 2010

* Created cash flow, business plan and restructuring models to support out-of-court restructuring of $250M publisher, advising the company’s CFO and comptroller in weighing alternatives and navigating the process
* Evaluated restructuring alternatives, performed financial and operational due diligence for industrial companies:
  + Advised a consortium of hedge funds led by Carlyle Group on an acquisition of a $960M auto supplier out of

bankruptcy by conducting due diligence, monitoring liquidity, and developing post-emergence business plan

* + Evaluated management and sponsor proposals to advise a bank group led by Citigroup on a recapitalization of a

$460M port operator by performing operational due diligence and assessing proposed deal terms

* + Analyzed liquidity needs to structure debtor-in-possession financing and performed financial and operational due

diligence for reorganization of a $900M chemical producer, advising senior secured lenders led by JPMorgan

**JEFFERIES & COMPANY** *– largest middle-market investment bank on Wall Street* **New York, New York**

***Associate, Global Industrials, Restructuring and Recapitalization*** Aug 2007 – Apr 2008

* Evaluated restructuring alternatives for a domestic aluminum manufacturer on a $80M restructuring engagement
* Prepared valuation models, industry and company analyses for auto, metals and mining, and clean-tech clients

**SENECA PARTNERS -** *private equity, merchant and investment banking firm* **Birmingham, Michigan**

***Summer Associate*** Jun 2006 – Sep 2006

* Created valuation model, executed due diligence, and managed client relationships on a $11M transaction
* Developed leveraged buyout model for a $14M investment in an auto components manufacturing company

**FORD MOTOR COMPANY** **Chicago, Illinois */* Hermosillo, Mexico**

***Launch Leader, New Product Launch Team*** Jun 2004 – Aug 2005

* Awarded two Employee Distinction Awards for dedication and capacity to meet constant tight deadlines
* Led integration of automotive component projects to support launch of five new cars

- Alleviated 53 functional defects and standardized production practices at the plants, directing 15 engineers

**Livonia, Michigan**

***Engineer, Total Cost Management & Value Engineering*** Jan 2002 - Jun 2004

* Received Employee Distinction Award for delivering significant cost savings; promoted one year ahead of peers
* Analyzed and implemented design changes of components, delivering $4.1M in annual savings, steering teams

**Cologne, Germany**

***Associate, Global Product Development, Project Management Office*** Sep – Dec 2001

* Initiated development of a business plan to introduce a new car targeted at the Russian market

**Moscow, Russia**

***Associate, International Business Development, Finance & Product Strategy*** Jan - Sep 2001

* Spearheaded evaluation of low-cost sourcing initiatives for automotive components in Eastern Europe

- Devised financial models and completed project NPV sensitivity analysis, identifying $1.6M in annual savings

- Conducted due diligence for four commercial deals with suppliers in Russia, Poland, Czech Republic, Croatia

**Dearborn, Michigan**

***Marketing Analyst, Global Product Marketing, Marketing Strategy & Analysis*** Jun - Dec 2000

* Received Employee Distinction Award for extraordinary efforts in completing year-long project in 6 months
* Developed statistical models to forecast vehicle demand in US; presented project to the marketing director

**Livonia, Michigan**

***Engineer, Powertrain Operations, Automatic Transmission Engineering*** Jan - May 2000

* Planned, executed, and summarized statistical analyses to identify design improvements for auto components

**EDUCATION \_\_\_\_\_\_\_\_\_\_\_\_**

**THE UNIVERSITY OF CHICAGO, GRADUATE SCHOOL OF BUSINESS** **Chicago, Illinois**

*Master of Business Administration, Concentration in Finance and Accounting* Sep 2005 - Jun 2007

* Earned First Place in the Chicago GSB IPO Challenge and Third Place in the National IPO Challenge
* Competed in the JPMorgan M&A Challenge and ABI Corporate Restructuring Competition

**THE UNIVERSITY OF MICHIGAN, COLLEGE OF ENGINEERING** **Ann Arbor, Michigan**

*Master of Science in Industrial & Operations Engineering,* GPA: 3.84/4.0 Sep 1998 - Dec 1999

* Graduate Student Instructor for a Computer Simulation Laboratory
* Received Tauber Manufacturing Institute Scholarship; named Tauber Fellow

*Bachelor of Science in Mechanical Engineering,* GPA: 3.4/4.0; Dean’s List 4 semesters Sep 1994 - May 1998

* Earned First Place in the George M. Landes Technical Writing Contest
* Best Team Project in Mechanical Design I & II courses; Co-Founder of the Russian Student Association

**ADDITIONAL**

* FINRA Series 7 / Series 63 certified (2007); completed all (CIRA) certification requirements; fluent in Russian
* Avid model car collector; enjoy weight lifting and jogging; traveled to 31 countries in the Americas, Europe, Asia