## Professional Summary

A manager with over 12 years experience, including: buy side M&A from initial negotiations, valuation and due diligence, through closing; debt capital markets, including $6bn of multiple long term bond issues, credit rating & capital structure analysis and interest expense forecasting for both corporate & holding company entities; executive presentations for Private Equity, Sr. Management, and Boards of Directors; Project Management and lean process improvement for business practices in investment banking, corporate finance and mergers and acquisitions. .

## Professional Experience

*United Technologies*  Hartford, CT

***Manager, Business Development; Carrier Corporation***06/10-Present

* Lead deals from initial contact through due diligence and closing documents
* Value business, quantify synergies and translate into price
* Currently participating in or managing 7 deals at different stages of the acquisition process, totaling $70M of acquired revenue

***Manager, Corporate Finance; UTC Treasury*** 06/07-06/10

* Participated and Managed Capital Market Transactions totaling $6Bn, including M&A Funding
* Led credit rating analysis and stress tested potential acquisitions impact on credit metrics
* Led Financial modeling of interest expense for holding company and corporate entities

***Sr. Financial Analyst; Pratt & Whitney*** 10/05-06/07

* Prepared business case models, including NPV and IRR for long term sales cycles

*UBS Investment Bank*  Stamford, CT

***Collateral Manager*** 05/05-10/05

* Mitigated financial exposure from UBS through Margin Calls

***Valuations Analyst – Project Manager***12/04-05/05

* Project Manager for the migration of a valuations desk from London to Stamford
* Managed post-migrated Valuations Desk in CT.

*GE Health Care* /*UCONN* Stamford, CT

***Graduate Research Analyst – edgelab (internship)***08/04-12/04

* Conducted primary research to validate need for new product.

*Cutting Edge Pizza, LLC* Hartford, CT

***Controller/ CFO – Department Head***  06/02-8/04

* Preformed Due Diligence for new business and strategic acquisitions.
* Valued potential retail acquisition targets.
* Built the Accounting Department from the “ground up” for a $20M consolidated P&L.
* Controlled all Financial Statements, including 54 P&L's

## Education

***Ecole de Management de Lyon*** Lyon France

Global Strategies Capstone 06/04 - 06/04

***University of Connecticut*** Hartford, CT

Master of Business Administration 08/02-12/04

Concentration in International Business & Marketing

***University of New Haven*** New Haven, CT

Bachelor of Science: Finance 08/95-5/99

Strong background in Marketing and Accounting

## References

*Available upon request.*