**ERIC HAKIMOV**

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EXPERIENCE

MONUMENT CAPITAL GROUP LLC ([*www.moncapgroup.com*](http://www.moncapgroup.com)*)* Washington, D.C.

Vice President, Private Equity May 2008- present

*Monument Capital Group is a private equity firm that makes control and non-control investments in the middle market*

*companies within global security and defense sector*

1. Engaged in all stages of the investment process including:

* Top-down and bottom-up analysis of investment candidates per Monument’s investment focus: global industry trends, competitive position, management strength and past performance, backlog/pipeline/key customers, and extensive valuation through financial modeling (LBO/IRR, DCF, DDM, comparable companies and transactions, and industry sizing.)
* Conducting Monument’s own robust due diligence process of target companies including financial, operational, customers (customer calls and visits), legal, IP, competitive, and market due diligence that follows with a formal presentation of findings and risk assessment to Monument’s investment committee review.
* Quarterbacking the efforts of deal consultants (for quality of earnings, working capital, tax, employee benefits, environmental issues), lawyers (legal diligence), i-bankers, market research consultants, and target’s auditors.
* Proposing and further negotiating creative transaction structures to satisfy different deal parties including principal sellers, minority holders, the management, senior and mezzanine lenders, and Monument’s LPs and co-investors (earn outs, retention/non-compete bonuses, escrow holdbacks, management roll-overs and options, multitier preferred stocks)
* Drafting/negotiating initial term sheets (IOI, LOI), purchase agreements, disclosure statements, reps and warranties, employment and non-competition agreements, escrow agreements, etc.

1. Sourcing investment opportunities that fit the firm’s criteria through personal network of owners, i-bankers, brokers,

lawyers, lenders, as well as through industry conferences, and other networking events, and targeted cold calling.

1. Working directly with a portfolio company CEOs to tackle business development activities including potential joint

ventures, approaching tuck-in acquisition targets, as wells as helping with budgeting/forecasting efforts while monitoring company’s latest wins and setbacks, financial covenant compliance, employee turnover, board presentations.

1. Review, analysis and preparation of newly emerged opportunities for the firm’s weekly investment reviews.
2. Leadership for junior team members on financial modeling, due diligence, presentations materials and research.

J.P. MORGAN SECURITIES, INC New York, NY

Associate, Investment Banking July 2005- April 2008

1. Involved in offering M&A advisory, debt, equity underwriting to companies in middle market space(sales between

$50MM and $3BN) within healthcare, food distribution, chemical, aerospace & defense, and professional services

industries.

* Given the low banker/client ratio, extensively and directly interacted with bank’s clients and other intermediaries from

the initial pitch to closing of transactions. Lead the preparation of valuation models (DCF, DDM, LBO, Accretion-

Dilution, Debt Capacity, Optimal Cap Structure etc.) and other client related and internal documents and presentations.

KEYBANK Cleveland, OH

Associate, Corporate Loan Syndication and Investment Banking July 2004- June 2005

* Involved in offering a full spectrum of both investment and commercial banking products to companies between $100MM - $500MM in sales within medical devices, hospitals and medical services sector.
* Served as an integral part of the bank’s syndicated loan transaction underwriting process by conducting a due

diligence, extensive credit analysis, drafting of information memoranda and credit agreements in accordance with bank’s

underwriting policies and standards.

**GOLDMAN, SACHS & CO** **New York, NY**

Analyst, Investment Banking Division September 2000 - June 2002

1. Involved in offering a full spectrum of investment banking product as an integral part of a transaction team (extensive financial modeling, comparable public companies and comparable transaction analysis, M&A research etc.)
2. Coached Goldman Sachs investment banking analyst class in financial modeling and GS valuation techniques.

**THE SOURCE** **New York, NY**

***Consultant August 1998 – September 2000***

* 1. Developed financial data frameworks that supported all stages of IB transactions using various financial databases such

as SDC, Thomson Reuters, Factset, Datastream, Prism, Carson, Economatica, DRI, SNL, and Bloomberg.

EDUCATION

**UNIVERSITY OF CHICAGO, BOOTH SCHOOL OF BUSINESS Chicago, IL**

**MBA, Concentrations in Finance and Entrepreneurship September 2002 - June 2004**

1. Member of IB and Healthcare Group; Dean’s Honor List 2004.

**EMORY UNIVERSITY** **Atlanta, GA**

**Bachelor of Business Administration, Concentration in Finance** **September 1996 - May 1998**

1. US Information Agency (USIA) Fellow – top 5% (full tuition and stipend); Emory merit based scholarship (50% tuition.)

**TASHKENT STATE MEDICAL INSTITUTE** **Tashkent, Uzbekistan**

**Medical Doctor** **September 1989 - July 1996**

1. Dean’s Honor List all years**,** Honor Speaker at *Hypocrites Oath* ceremony; President of Pharmacology club.

ADDITIONAL

Database Proficiency: *Venture Xpert/Economics/One, SDC Platinum, OneBanker, Capital IQ, Factiva, Bloomberg.*

Enjoy playing tennis, soccer, and The Beatles; fluent in Russian, Uzbek, beginner French, U.S. Resident (green card).