

Contact

www.linkedin.com/in/stephen-pagano-cfa-709b6523 (LinkedIn)
www.pjsc.com/app-our-people/pagano-stephen (Company)

Top Skills

Python (Programming Language)
FactSet
Executive Presentations

Certifications

Chartered Financial Analyst (CFA)

Stephen Pagano, CFA

Corporate Development & Strategy
New York, New York, United States

Summary

Highly qualified corporate development & strategy professional with years of experience leading strategic initiatives across corporate finance, credit research, and investment banking. Exhibits expertise in strategic analysis, financial modeling, cash flow forecasting, valuation, negotiation, project management, integration, and budgeting. Proven record of success adapting to changing business demands and ensuring high performance levels despite increased work pace and competing priorities. Excels in leadership positions due to the ability to communicate organizational goals, facilitate multilateral collaboration, and develop and support teams.

Experience

Verizon

6 years 1 month

Manager, Corporate Strategy - Business Development

November 2022 - Present (6 months)

Basking Ridge, New Jersey, United States

Conceptualize, structure, and present strategies and business cases to executive team regarding acquisition and disposition targets, and strategic partnerships (alliances, consortiums, and joint ventures). Drive due diligence, negotiate agreements, and design & execute integration plans. Led the creation of the integration / separation practice from the ground up, resulting in ~10 projects being completed within deal parameters and the achievement of >\$100m of synergies. Partner with internal and external stakeholders and work directly with Verizon executives to negotiate with targets. Lead multiple business development activities and strategic initiatives. Author and draft business case approvals and project update documentation. Manage, train, and develop direct reports & junior staff, providing insight on career development and best practices.

Manager, Corporate Development - Integrations & Divestitures

February 2020 - October 2022 (2 years 9 months)

Basking Ridge, New Jersey, United States

Manager, Corporate Development - Mergers & Acquisitions

April 2017 - January 2020 (2 years 10 months)

Basking Ridge, New Jersey, United States

Standard & Poor's

Associate Director, Consumer Discretionary - Gaming, Lodging & Leisure Research

August 2013 - April 2017 (3 years 9 months)

Greater New York City Area

Acted as a research analyst for investment and speculative-grade companies across multiple sectors with primary analytical responsibility for portfolio of approx. 20 companies. Led meetings with key C-level business leaders, including CEOs, CFOs, and Treasurers to understand performance and financial projections along with understanding any risks or issues that could impact the company's credit rating. Published company and industry reports for investment community.

Solomon Partners

Investment Banking Associate

July 2012 - August 2013 (1 year 2 months)

Facilitated decision-making and financial planning for bank clientele with responsibility for advising firms on M&A opportunities, partnerships & joint ventures, and opportunities for growth to increase shareholder value.

Solomon Partners

Investment Banking Summer Associate

June 2011 - August 2011 (3 months)

New York, New York, United States

Developed financial models and presentations to support business development activities to high-profile clients at firm in collaboration with senior and junior bankers. Leveraged skills in relationship management & industry thematic research to effectively develop executive presentations in client development discussions and negotiations.

Standard & Poor's

Rating Analyst, Financial Institutions Group

August 2006 - August 2010 (4 years 1 month)

Served as critical member of research team. Responsible for industry research, building financial models, and supporting senior analysts with a focus on global investment banks, large-complex banks, broker-dealers, and asset managers.

Morgan Stanley Investment Management
Analyst
June 2005 - July 2006 (1 year 2 months)

Merrill Lynch
Analyst Intern
December 2003 - May 2005 (1 year 6 months)

Education

The University of Chicago Booth School of Business
MBA, Finance, Accounting · (2010 - 2012)

Rider University
Bachelor of Science (BS), Finance, General · (2001 - 2005)