

## Contact

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(LinkedIn)

## Top Skills

Public Speaking

Research

Event Planning

## Certifications

Bloomberg Market Concepts

Series 7

Series 66

# Miles Nash

Corporate Development Associate at Verizon  
New York City Metropolitan Area

## Experience

### Verizon

Associate Corporate Development, M&A  
May 2022 - Present (1 year)

### Conduent

1 year 11 months

Mergers and Acquisitions Analyst II  
July 2021 - May 2022 (11 months)

Mergers and Acquisitions Analyst I  
July 2020 - July 2021 (1 year 1 month)

- Development and interpretation of corporate models (valuation, sources & uses, allocations, working capital analyses, etc.)
- Analyze industry or geographic trends with business strategy implications & regularly update relevant teams
- Prepare clear, detailed, and easy-to-understand M&A strategy communication materials using business's language, for senior management
- Demonstrated ability to work in a dynamic, high-energy, high-performing team, across global time zones, under tight deadlines on projects and in M&A execution

### KPMG

Deal Advisory Associate  
August 2019 - February 2020 (7 months)  
New York, New York

- Participate in buy-side and sell-side transaction advisory engagements to provide clients with financial due diligence.
- Analyze and synthesize target company data to identify historical and projected financial and operating trends, quality of earnings and working capital considerations.
- Create and design tailored transaction advisory reports specific to key issues such as normalized earnings, valuation model input assumptions and indebtedness considerations.

## Pivoton Capital

### Fall Private Equity Associate

September 2018 - January 2019 (5 months)

- Conduct research on industries and companies
- Interface with business owners, key management, and bankers representing deals
- Develop an understanding of markets and companies in various industries and derive investment theses
- Conduct due diligence and evaluation of acquisition targets
- Analyze financial statements, business models and other adhoc information
- Build operating models, LBO & DCF models

## Merrill Lynch

### Global Wealth Management and Investment Analyst - Team Financial Advisor

2017 - 2018 (1 year)

- Conducted financial information management and data analytics processing, and designed optimal investment plans for potential clients.
- Regularly utilized Microsoft Excel to conduct highly-organized financial information management and data analytics processing with a strong attention to detail.
- Assisted back-office with various financial services duties, including responding to and processing client inquiries related to loan terms, legal compliance, insurance services, and other advanced financial transactions.
- Meticulously assessed prospective clients' financial data to ensure they presented optimal investment opportunities

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## Education

### Rutgers University

Master of Business Administration - MBA, Accounting · (2018 - 2019)

### Seton Hall University

Bachelor of Business Administration (B.B.A.), Economics, Legal Studies · (2013 - May 2017)

### Seton Hall Preparatory School

· (2009 - 2013)