Sagar Shah

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Work Experience

Ernst & Young – Transaction Advisory Services New York, NY

Valuation & Business Modeling Senior Analyst September 2010 – Current

* Work on strategic advisory, securities research, buy-side mergers & acquisitions, legal entity restructuring projects, and various other consulting engagements for companies in the life sciences, consumer goods, and financial services industries.
* Help clients determine the value of businesses, assets, liabilities, and equities that are not freely traded on liquid markets utilizing corporate finance, mathematical methodologies, and excel modeling.
* Develop a high level understanding of trends in economic indicators, treasury and corporate bond yields, and equities.
* Conduct industry, economic, financial, and commercial due diligence to develop valuation theses and support assumptions.
* Write detailed reports that are used by client management and board of directors, and reviewed by auditors, the SEC, or IRS.
* **Selected Accomplishments**:
  + Developed scenario analysis to help a venture capital fund determine a fair price for one of its portfolio companies as it contemplated another round of investment.
  + Tested the viability of a startup’s financial and commercial assumptions, such as product development, customer adoption, and market penetration in order to deliver insights about key areas of investment risk.
  + Helped create a tax efficient legal entity structure for a $4.5 billion paper and packaging company.
  + Advised a major conglomerate’s $70 million acquisition of a medical devices startup.
  + Assessed the solvency of a distributor with severely under-funded pension liabilities.
  + Quantified risks of various international markets to help a consumer products company structure a joint venture.
  + Contributed to an E&Y publication on how private equity firms create value by examining exits to identify trends.
  + Conducted on-site, C-suite due diligence to value a rapidly growing Greek yogurt manufacturer.

Transaction Integration Rotational Senior Analyst April 2012 – August 2012

* Addressed corporate development challenges relating to strategy, planning, and execution of mergers & acquisitions.
* **Selected Accomplishments**:
  + Helped execute a post-merger integration plan for human resources, finance, and information technology functions.
  + Managed legal and regulatory work-streams to address and mitigate risks related to customer retention.

Johnson & Johnson – Merck Consumer Pharmaceuticals Company Fort Washington, PA

Marketing Intern, Mylanta® May 2009 – August 2009

* Analyzed external consumption data for Mylanta®, a $37 million in yearly sales antacid product, using trend analysis to provide a snapshot of brand performance to product director and marketing team.

Lockheed Martin – Maritime Systems and Sensors Moorestown, NJ

Finance Intern, Product Cost Analysis May 2008 – August 2008

* Proposed and spearheaded a project to develop and organize an internal webpage to improve human capital transitioning.
* Conducted spending and schedule variance analysis for a $130 million radar defense system.

Education

New York University, Leonard N. Stern School of Business New York, NY

Bachelor of Science in Economics and Finance May 2010

GPA: 3.82/4.00; **SAT**: 1440/1600; **SAT II**: US History: 780/800, Chemistry: 750/800

**Activities**: Alpha Kappa Psi Fraternity, India Leadership Exchange Program, International Studies Program, Intern at Acumen Fund, Teaching Assistant for Management Class, Georgetown Case Competition, and Stern Consulting Corps.

Skills and Interests

**Technology**: Bloomberg Terminal, FactSet, Capital IQ, SNL Financial, Microsoft Office Suite, and Photoshop.

**Interests**: Television sitcoms, music, NY Giants football, NY Yankees baseball, flag football, and pickup basketball.