

JOHN R. MARSHALL

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Concentration in Media and Technology, May 2026

New York, NY

2024-2026

Member: Media Management Association, VP of East Coast Conference

Teacher's Assistant: Business of TV and Streaming

PRINCETON UNIVERSITY

BA, Major: Philosophy and Economics, May 2019

Princeton, NJ

2015-2019

EXPERIENCE

BAIN & COMPANY

Summer Associate

Los Angeles, CA

Summer 2025

- Performed private equity due diligence on three acquisitions in the healthcare industry by synthesizing data from executed surveys and expert interviews. Built market models to assess revenue growth and margin expansion opportunities.
- Presented strategic recommendations to senior client executives that shaped acquisition strategy and post-deal value creation plans.

PIGASUS PICTURES

An independent production company that invests in and produces film and television content

New York, NY

2021-2024

Head of Content Acquisition (2023-2024)

- Executive Producer of *Flavia De Luce*. Sourced and negotiated for investor on a \$2M investment in the \$11.5M film. Developed investment thesis predicated on financial models of sales data, debt, equity and tax credit capital structure, and waterfall analysis. Collaborated with sales agent Protagonist Pictures on pre-sale of UK distribution rights to Sky Group.
- Raised over \$5M in capital. Oversaw legal, accounting, administration, and day-to-day operations of the Pegasus film fund.
- Financed acquisition of feature film *Rain Check* written by Obi-Wan Kenobi screenwriter Hannah Friedman.
- Developed *Little Five*, a sequel to *Breaking Away* (1979), with Amazon's The Underground Railroad screenwriter Adrienne Rush.

Producer (2021-2023)

- Producer of *We Strangers*, \$2.0M budget film, official selection at SXSW 2024. Controlled all contract negotiations, investor relations, and project budgeting. Managed tdfasteam of 8 employees across the legal, finance and administrative departments.
- Producer of films *How Slow This Old Moon Wanes* and *Entropic*. Individually managed teams of 30 cast and crew.
- Associate Producer of Killjoy Film's *Runner*, directed by Marian Mathias, TIFF official selection, winner of the San Sebastian Film Festival. Coordinated production transportation, led accounting department and management of budget.

VANGUARDE ARTISTS MANAGEMENT

Toronto, Canada

2019-2021

Talent Representative

- Provided support to agents at VAM's Film & TV Literary department by reviewing artist agreements, coordinating artist compensation and residual payments, and streamlining administrative operations.
- Advised writing clients on union regulations, compensation, and rights retention during contractual negotiations.
- Built automated payments system in Airtable integrated with Stripe and Zapier improving on-time client payment by 20%.

CREDIT SUISSE

New York, NY

Summer 2018

Investment Banking, Financial Analyst – Financial Sponsors Group

- Collaborated with financial sponsors and credit risk management on evaluation and execution of LBO transactions.
- Built dynamic LBO models with multiple capital structures and pro-forma scenarios to determine affordability for financial sponsors based on NPV and IRR of potential acquisitions.

ADDITIONAL INFORMATION

Tech Skills: Python, Adobe Suite, Microsoft Office Suite, Certification in FP&A Modelling (CFPAM)

Athletics: Captain of Princeton University Club Hockey Team, Captain of Upper Canada College Rowing

Interests: AI, Golf, guitar, chess, science fiction literature, film production