

Leandre Ligan

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EDUCATION

Baruch College, City University of New York – Zicklin School of Business

B.A – Major: Economics

New York, NY

December 2017

WORK EXPERIENCE

Citigroup

Sr. Analyst

New York, NY

July 2018 – Present

Private Capital Market (ECM Privates), Investment Banking Sr. Analyst

January 2022 – Present

- Secured over \$3B in equity funding for 14 growth-stage companies across TMT, Healthcare, Consumer Retail, and Clean Energy Transition
- Collaborated with company founders and executives to prepare investment teasers, detailed financial projections, and management presentations, leading to high investor engagement throughout difficult 2022 fundraising environment
- Developed relationships with Venture Capital, Growth Equity, Sovereign Wealth Funds, Family Offices and Cross Over investors through constant dialogue and targeted outreach for deals that align with their fund's mandate
- Created and maintained database with over 1,500 investor contacts across 400+ VC, growth equity, Sovereign Wealth, and family offices

Deal Experience

- \$125M Series C led by Blue Earth for Sense, a provider of real-time energy monitoring equipment to help households reduce carbon emissions
- +\$107M Series F led by a large Sovereign Wealth Fund based in the Middle Eastern for a major Mixed Martial Arts company
- \$100M Series C led by Vitol for Flexgen, a leading integration services and software technology provider for energy storage solutions globally
- \$15M Series B led by Paramount for Rock The Bells, a lifestyle company serving as a one stop shop to experience all elements of Hip Hop. The Company was Founded by Rock & Roll Hall Of Famer LL Cool J

Leveraged Portfolio Group (LPG), Corporate Banking Sr. Analyst

October 2020 – December 2021

- Advising highly leveraged multi-national clients on Lev Fin transactions including Raising Debt, Refinancing, LBOs, M&A, and Capital Stack Restructuring
- Manage portfolio of 25 non-investment grade companies in the industrial and technology industries by performing quarterly and annual reviews, updating internal risk ratings, and monitoring industry trends and rating agency reports

Strategic Solutions Group (FIG), Markets Analyst

September 2019 – September 2020

- 9 member deal team addressing client balance sheet and capital needs by originating, structuring, marketing, and executing bespoke structured solutions for banks, asset managers, and insurance companies

Deal Experience

- +\$1bln capital raise for a real estate investment company offering homeowners a home co-investment product as an alternative to access equity out of their homes without taking on additional debt
- \$2.2bln Collateralized Funds Obligation (CFO) for a \$50bln University Endowment fund looking to liquidate a portfolio of LP interests

Electronic Executions Desk, Markets Analyst

July 2018 – September 2019

- Communicated Citi's electronic capabilities to clients and discussed the order routing logic of our algorithmic trading strategies
- Advised clients on how to appropriately use different strategies to beat their daily price benchmarks and achieve the best execution
- Automated daily tasks to seamlessly produce relevant content for the team and our clients and easily identify business and trade opportunities

Goldman Sachs

Credit Risk Part-Time & Summer Analyst

New York, NY

October 2015 – August 2016

- Evaluated credit worthiness of companies in the Consumer, Retail, and Healthcare sectors by analyzing market research and Quality of Earnings reports to determine suitability of high-yield bond issuances and leveraged loan debt transactions

Citigroup

Institutional Clients Group Summer Analyst

New York, NY

July 2015 – August 2015

- Rotated between Real Estate Investment Banking, Debt Capital Markets, and the Commodities desk in Sales & Trading

LEADERSHIP & PROFESSIONAL EXPERIENCE

America Needs You (ANY) Fellowship

Mentor

New York, NY

October 2018 – October 2019

- Mentored a first-generation college student on college life, internships, professional and career development skills
- Coached mentee through the college application process, resulting in him transferring from LaGuardia Community to Baruch College

Management Leadership for Tomorrow (MLT)

Career Preparation Fellow

Washington, DC

June 2015 – December 2016

- Selected as 1 of 300 for an 18-month professional development program for high-achieving diverse talent

SKILLS & INTERESTS

- Licensed General Securities Rep (Series 7), Licensed Uniform Securities Agent (Series 63), Licensed Securities Trader Rep (Series 57), Licensed Investment Banking Rep (Series 79)
- Skills: Proficiency in Microsoft PowerPoint, Word, Excel, and Python. Conversational in French