

Week 6 – Behavioral and Your Story

Investment Banking Recruiting

October 11, 2024





slack

Reminder: upcoming event

Join us at the Muirhead's home for an afternoon of socializing, snacks / desserts, and stories. Brandon and his wife will be sharing their experiences from their banking days as a married couple, raising kids, and being active members of the Church.

Date: Sunday, October 13th, 3:30 - 5:00 PM (tentative)

Location: 13243 S Aintree Ave, Draper, UT 84020

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Personal Benchmarking Activity

Story

Other Behaviorals

EV to Equity Value Bridge

Impact of Events on Valuation

BYU Top Placements

LAZARD EVERCORE



JPMORGAN CHASE & CO.

Morgan Stanley



Morgan Stanley

EDUCATION

Brigham Young University – Marriott School of Business

Provo, UT

Bachelor of Science, Finance

Dec 2025

- GPA 3.95/4.00; *Brigham Young Scholarship*, Academic – 50% of tuition; *The Regents Cohort Scholarship*, Academic
- VP of Private Equity/Venture Capital Association, Women in Finance Association, Investment Banking Association
- Business Fundamentals in Europe Study Abroad – Global Supply Chain, Marketing, Global Business, Business Visits

EXPERIENCE

Evercore (Global Independent Investment Banking Advisory Firm)

New York, NY

Incoming Summer Analyst

Summer 2024

Horizon Partners (Boutique Tech Investment Bank)

(remote) San Francisco, CA

Investment Banking Intern Analyst

Oct 2023 – Dec 2023

- Built IoT, CFO tech stack, and cloud cost optimization market maps with 120+ companies to find potential partners
- Led outreach with select CEOs within our selection criteria & actively contributed to founder zoom calls

Crewe Capital (Lower-Middle Market Investment Bank)

Salt Lake City, UT

Investment Banking Intern Analyst

Jan 2023 – May 2023

- Compiled public & private comps across industries such as Tech, Solar, HVAC & Construction for pitch decks
- Performed market research into the customer engagement, data/analytics, & energy management SaaS space
- Constructed 2022 Q4 quarterly report including Global M&A Activity, Implied EV/EBITDA Multiples, Bond & Loan Yield Indices, SaaS M&A Transactions, & SaaS Median EV/TTM Revenue Multiples

Select Transaction Experience

Sale of Concrete Company to PE firm: Researched & built construction industry slides – US spending, M&A, population growth

Sale of Solar Company: Pulled comps, organized pitch deck, & examined public & private transaction alternatives

Sale of Barefoot Mosquito & Pest Control to Incline Equity Partners for ~\$40mm: Pulled all data for press release

Kimelisa Family Office (\$50mm AUM; Tech & Real Estate Focus)

Salt Lake City, UT

Chief Administrative Officer

Jan 2021 – Jan 2022

- Managed incoming & outgoing cash flows, organized tax filing materials & led interactions with 5 fund
- Sourced investment ideas; observed valuation process for individual tech & real estate investments, & tech-oriented funds

Select Transaction Experience

~\$1.5mm Series A Consumer Deal: Sourced the investment & assisted in business model & management team slides

~\$1mm Angel Investor Clean Energy Tech Deal: Sourced the investment & assisted in business model & management team slides

LEADERSHIP, ACTIVITIES, & SERVICE

BYU Finance Major

Provo, UT

Student Career Coach

Sep 2023 – Present

- Advise ~30 finance students on their career paths & assist students in securing internships throughout the year & summer
- Teacher's Assistant & liaison to finance society sub associations for over 200 first year finance students

The Church of Jesus Christ of Latter-day Saints

São Paulo, Brazil

Volunteer Representative

Jan 2022 – Jul 2022

- Orchestrated & supervised teams in service projects; organized & delegated positions to maximize efficiency
- Led weekly discussions to increase enthusiasm in other team members & discover ways to work more effectively

Humanitarian Experience Puerto Rico (nonprofit service organization)

Ponce & San Juan, Puerto Rico

Volunteer

Jun 2021 – Jul 2021

- Collaborated with a 15-person team in rural Puerto Rico to assist individuals in their post-Hurricane Maria recovery
- Built cement & wooden foundations for housing, mixed cement, painted homes, & cleaned debris

Young Entrepreneurs Club

Sandy, UT

Founder

Oct 2019 – Jun 2021

- Provided my peers with ~15 seminars per school year for learning from & networking with business leaders
- Organized meetings with leaders including the CEO of Maverick, CFO of Pluralsight & COO of PowerSchool
- Raised ~\$2,000 in capital to fund club investing activities through organizing concessions sales at select school events

AWARDS, SKILLS, & INTERESTS

- Academic All-State First Team Award (Volleyball); three-year letter & varsity starter (Basketball & Volleyball)
- Summited Mt. Kilimanjaro, Machu Picchu, & Half Dome
- Been to over 35 countries; enjoy weightlifting; can do a 360° on a wakesurf board; love trying new foods
- 2nd place, Sorenson Capital Case Competition

Morgan Stanley

EDUCATION

Brigham Young University – Marriott School of Business

Bachelor of Science in Finance, Latin American Studies Minor

▪ GPA 4.00 / 4.00

- BYU Finance Society: Active participant within the Investment Banking Association
- *John and Amelia Bowers Scholarship*: Academic and Merit-based full-tuition scholarship
- *National Football Foundation Scholarship*: Athletic, Academic, and Merit-based scholarship
- NCAA & BIG XII Conference Student-Athlete: BYU Football Team - place kicker, punter, and kickoff specialist

Provo, UT

Apr 2026

EXPERIENCE

Sorenson Capital (Growth Equity Firm with ~\$1.5B AUM)

Incoming Summer Analyst Intern

Lehi, UT

May 2024

Sound Ventures (Venture Capital Firm with ~\$1B in AUM)

Analyst Intern

Provo, UT

Jan 2024 – Present

- Currently sourcing, performing due diligence for & preparing pitch deck presentations for potential tech investments

Clarke Capital Partners (Middle-Market Private Equity Firm)

Summer Analyst

Draper, UT

May 2023 – Jul 2023

- Created 6 pitch decks; expanded PortCo operations into logistics industry resulting in a 26%-65% ROI for new clients
- Produced 10+ research reports for senior investors analyzing trends, events & earnings within consumer retail markets

Select Transaction Experience

Consumer Retail Tuck-in Acquisitions: Acquired Two Companies at 3.5x & 4.9x EBITDA Multiples Respectively

- Built & incorporated tuck-in LBO models into parent company model to find a 32% IRR for the whole conglomerate
- Forecasted separate FCF based on acquisition synergies and market conditions to find a 31% & 37% IRR respectively

Blue Ladder Capital (Growth Equity Firm)

Investment Intern

Provo, UT

Jan 2023 – Apr 2023

- Sourced vertically integrated B2B software companies to make \$10-50M majority investments or full acquisitions
- Conducted personable & professional weekly calls with CEOs about company structure and their interest in selling
- Performed & reported on in-depth private equity research for 350+ B2B software companies located in the Midwest

Brigham Capital (Student-run Long-Short Hedge Fund with ~\$125K in AUM)

Equity Research Analyst

Provo, UT

Aug 2022 – Dec 2022

- Created & pitched investment theses based on valuation analysis, competitive advantages & industrial market trends

Select Investment Experience

Short US Xpress Enterprises Inc (NYSE: USX): Small Cap Trucking & Logistics Company, targeted 30% price decrease

- Recommended a short due to poor capital allocation, increasing costs of production, and unfavorable economic trends
- Company share price decreased 40% during targeted holding period, rose with take-private acquisition announcement

Peak Capital Partners (Real Estate Private Equity Firm)

Analyst Intern

Provo, UT

May 2020 – Jul 2020

- Supported creation of pro forma financial models analyzing potential multi-million-dollar multi-family acquisitions

LEADERSHIP & SERVICE

Conexiones: Y-Serve Program

Volunteer Tutor

Provo, UT

Sep 2023 – Dec 2023

- Improved speaking, reading & math abilities of ESL children of Hispanic families through weekly in-home tutoring

The Church of Jesus Christ of Latter-day Saints

Volunteer Service Representative

Córdoba, Argentina & Lansing, Michigan

Sep 2019 – Sep 2021

- Strengthened communities & families by providing service, improving behavioral habits & teaching English lessons

AWARDS, SKILLS & INTERESTS

- Languages: Conversationally fluent in Spanish (reading, writing & speaking) after living in Argentina for 14 months
- *Eagle Scout*, Boy Scouts of America: Led the organization and execution of a 5K race that helped fundraise \$10,000
- Licensed airplane pilot: flew a Piper PA-28-160 Cherokee, Love to travel: hiked with endangered gorillas in Rwanda



EDUCATION

Brigham Young University – Marriott School of Business

Provo, UT

Bachelor of Science in Finance, Minor in Computer Science

Apr 2025

- GPA 4.00 / 4.00 | ACT 35 / 36 (99th Percentile) | Dean's List (top 5% of students)
- Recipient of Heritage Scholarship (Merit-based, 4-year full tuition award for top 1% of class), Levinthal Fellowship (Merit-based, tech focused), Burger King McLamore Scholarship (Merit-based), and Regents Scholarship (Merit-based)
- 2021 Sorenson Growth Equity Case Competition (2nd Place out of 25 teams) – recommended an investment in HashiCorp
- Active member of Tech Society, Investment Banking Club, and Private Equity and Venture Capital Club (Vice President)
- Participated in a 4-month study abroad program at the BYU Jerusalem Center in Israel

EXPERIENCE

Bank of America (Global Corporate and Investment Banking Division)

Palo Alto, CA

Incoming Sophomore Summer Analyst, TMT Group

Jun 2023 – Aug 2023

Fifth Wall Ventures (Venture Capital Firm with ~\$3.5B in AUM)

San Francisco, CA

Venture Capital & Growth Equity Analyst

Sep 2022 – Present

- Performed extensive analysis on various climate technology sub-verticals and led sourcing calls with target companies
- Conducted diligence on potential investments, screening opportunities to evaluate fit within fund's investment criteria

Selected Investment Experience

Solar Cycle (Solar Panel Recycling) – Series A (\$30M Check, \$100M Valuation)

- Carried out due diligence including competitor analyses, industry research, product-market fit, and financial modeling
- Assisted deal team in preparing a 50+ page presentation on the potential transaction for investment committee meeting

Peterson Partners (Private Equity Firm with ~\$2.0B in AUM)

Cottonwood Heights, UT

Private Equity & Search Fund Analyst

Jun 2021 – Apr 2022

- Responsible for LOI investment overviews focusing on financial metrics, market, management, and value proposition
- Created three statement discounted cash flow model for search funds \$9M potential acquisition of e-commerce company

Selected Investment Experience

Private Equity & Search Fund \$52M Buyout of Regional Hospice Care Provider

- Synthesized revenue projections, valuation analyses, and market outlook for investment committee presentation
- Performed analysis of precedent transactions in the hospice care space for plausible exit multiples in LBO model

Northrim Horizon (Private Equity Firm with ~\$200M in AUM)

Mesa, AZ

Private Equity Analyst

Apr 2020 – Jun 2020

- Worked directly with CEO of portfolio company to formulate region wide roll-up strategy and run sourcing process

Selected Investment Experience

Roll-Up of 10 Early Childhood Education Centers, \$35M Aggregate Enterprise Value

- Executed diligence on pricing, customer satisfaction, market penetration, and state and federal childcare subsidies

LEADERSHIP & SERVICE

Small Hill Foundation

Provo, UT

Executive Director

Sep 2021 – Present

- Managed creation of pitch deck for social venture competition resulting in \$22,000 in funding for the organization
- Conducted foundation wide restructuring resulting in increased efficiency; resulted in 30% increase in enrollment

Cotopaxi

Mexico City, Mexico

Social Entrepreneurship Fellow

Apr 2023 – May 2023

- Will lead a team to help a small business improve technological infrastructure, marketing strategy, and business processes

The Church of Jesus Christ of Latter-day Saints

Singapore, Malaysia, and Virginia

Volunteer Representative

Jun 2019 – May 2021

- Coordinated and taught weekly English classes in Malay and Chinese along with mentoring services for 40+ individuals
- Led 120+ volunteers in Singapore, Malaysia, and Virginia in developing project execution and language learning skills

SKILLS & INTERESTS

- *Eagle Scout*, Scouts of America – founded and directed a community organization to fight crime in residential areas
- Languages: Fluent in Indonesian and Malay (Reading, Writing, and Speaking), Conversational in Mandarin
- Outdoor enthusiast and sports buff, hang gliding in the Alps, canyoneering in Zions, and scuba-diving in Hawaii



EDUCATION

Brigham Young University – Marriott School of Business

Bachelor of Science in Finance, Minor in Ancient Near Eastern Studies

Provo, UT

Apr 2025

- GPA: 3.98 / 4.0 | ACT: 34 / 36 (99th Percentile)
- Co-President of the Investment Banking Association and active member of the PEVC Association
- Silicon Valley Region Champion, UNC Chapel Hill Venture Capital Investment Competition (VCIC)
- Participated in a 4-month study abroad program in Jerusalem (Ancient Near Eastern Studies)

EXPERIENCE

Citigroup

Incoming Global Technology Investment Banking Summer Analyst

San Francisco, CA

Jun 2024 – Aug 2024

Accel-KKR (Private Equity Firm with ~\$19B in AUM)

Summer Analyst

Menlo Park, CA

Jun 2023 – Aug 2023

- Worked across buyout and growth capital strategies, sourcing deals to evaluate fit within investment criteria (\$5-\$250MM ARR, 90%+ gross retention, sole focus on enterprise software and tech-enabled services)
- Performed ARR segmentation, retention analysis and census breakdown on potential investments for execution team
- Compiled portfolio data cuts for annual meeting and presented findings to the COO at conclusion of internship
- Presented IC briefing materials, including short-form LBO with financial summary and returns analysis

Cyfr Capital (MENA-based Venture Capital Firm with ~\$25M in AUM)

Summer Analyst

Muscat, Oman

May 2023 – Jun 2023

- Created a comprehensive market map of fintech in MENA, evaluating 100+ companies in the region while screening for start-up clones with untapped TAMs (\$1B+) and presented findings to the founding partners
- Conducted technical analysis on potential investments, drafted quarterly LP letter and investment memos

Brigham Capital (Student-run Long/Short Hedge Fund with ~\$500k in AUM)

Equity Research Analyst, Software and Hardware

Provo, UT

Aug 2022 – Aug 2023

- TMT coverage, responsible for screening companies by analyzing industry reports and financial statements
- Developed buy recommendation for Arista (NYSE: ANET) through DCF analysis, resulting in 2% allocation

Pelion Venture Partners (Venture Capital Firm with ~\$1B in AUM)

Summer Analyst

Salt Lake City, UT

Jul 2022 – Sep 2022

- Sourced early-stage B2B SaaS companies and supported in diligence through cohort and retention analysis
- Assisted the investment committee prepare investment memos and portfolio company update presentations for LPs

University of Southern California

Student Athlete

Los Angeles, CA

Jun 2019 – Jun 2020

- NCAA track and field middle distance runner; trained 20+ hrs / week alongside national champions and Olympians
- Developed an MVP for a private security marketplace start-up as part of an on-campus accelerator program

LEADERSHIP & SERVICE

The Church of Jesus Christ of Latter-day Saints

Volunteer Representative

Taiwan / North Carolina

Jul 2020 – Jun 2022

- Worked 80+ hours a week teaching and serving in Mandarin, Swahili, and English
- Selected to oversee, manage and train all 200+ other missionaries across eight regions

AWARDS, SKILLS & INTERESTS

- Proficient in Mandarin, conversational in Swahili, and a novice in Arabic; spent two years living abroad in Shanghai
- Student Body President and two-time recipient of the Presidential Community Service Award (100+ hrs / yr)
- 2x Texas 5A State Champion in football (corner), avid skier, world traveler (40 countries), and spicy food enthusiast



EDUCATION

Brigham Young University – Marriott School of Business

Bachelor of Science in Finance

Provo, UT

Dec 2025

- GPA 4.00/4.00
- SAT 1460/1600, 99th Percentile
- Honors: BYU Dean's List (*Top 5% of class*); Brigham Young University Scholarship (*Academic-based*)
- Club Memberships: Women in Finance Association; Private Equity and Venture Capital Association

EXPERIENCE

Jefferies Credit Partners

New York, NY

Incoming Private Credit Summer Intern

Jun 2024

- Expected responsibilities: modeling, origination, fundraising, industry research, and business due diligence

Vista Equity Partners (Software Focused Private Equity Firm with ~101B AUM)

Austin, TX

Fall Intern

Sep 2023 – Dec 2023

- Evaluated B2B SaaS investment opportunities by analyzing company financials, market data, and growth potential
- Identified priority sponsors and acquisition targets to develop sourcing pipelines and streamline deal flow
- Utilized data structuring techniques to enhance database functionality and improve efficiencies in CRM

Summer Intern

Jun 2023 – Aug 2023

- Analyzed software trends and competitive landscapes to propose M&A targets for potential investments
- Sourced 10+ investment opportunities to further develop Vista's impact diligence and value creation strategy
- Selected as 1 of 10 interns to continue with Vista for a fall intern position

Girls Who Invest – Summer Intensive Program

Philadelphia, PA

Scholar

Jun 2023

- Completed 4-week training program at Wharton taught by leading business professors and investment professionals
- Studied core finance and investment concepts and skills through lectures, case studies, group projects, and exams
- Assessed on accounting, valuation, financial modeling, Bloomberg terminal, asset allocation, and presentation

Venture Capital Investment Competition (National Collegiate Competition)

Santa Clara, CA

Analyst (First Place)

March 2023

- Performed comprehensive financial and market evaluation to pitch an investment to a panel of 10 VC professionals
- Conducted diligence meetings with 3 tech startup founders to gather data for a business valuation and term sheet
- Created revenue and expense projections to determine valuation and deal terms for a proposed investment

BYU Private Equity and Venture Capital Association Case Competition (Sorenson Capital)

Provo, UT

Analyst (First Place)

Oct 2022

- Analyzed company product, management, market, and financial performance of an SMB PEO software platform
- Pitched an investment thesis with strategic insights, creating a visually compelling deck for 10+ professionals
- Presented company valuation with a 34.5% IRR and 4.4x MoM multiple with an implied EV of \$1.9B

Redwood Capital (Real Estate Private Equity Firm with ~30M AUM)

Provo, UT

Winter Intern, Team Lead

Jan 2022 – Apr 2022

- Located and evaluated 30 single and multifamily properties that fall within Redwood Capital's investment criteria
- Studied company financials, competitive landscape, and market trends to evaluate potential investment and returns

LEADERSHIP & SERVICE

BYU Finance Society

Provo, UT

Co-President

Apr 2023 – Present

Vice President

Sep 2022 – Mar 2023

- Successfully managed and coordinated 5 finance sub-associations with a combined membership of 900+ students
- Launched a comprehensive training program and curriculum for underclassman students pursuing careers in finance

BYU Finance Student Career Coach Team

Provo, UT

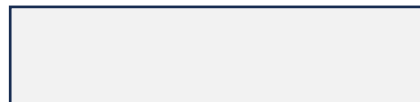
Diversity, Equity, and Inclusion Career Coach

Aug 2022 – Apr 2023

- Coached underrepresented students in the finance major through resume review, technical training, and mentorship
- Executed 5 study body inclusion campaigns and presented potential areas of improvement to finance faculty

AWARDS, SKILLS & INTERESTS

- *Case Competitions*: Bridge Investment Group (2nd Place); Walmart (2nd Place); PEG Real Estate (Participant)
- *Interests*: Skiing, wakeboarding, exploring new cities, photo journaling, and my time studying abroad in London



EDUCATION

Brigham Young University – Marriott School of Business

Provo, UT

Bachelor of Science in Finance

Expected Apr 2025

- GPA 3.95 / 4.00
- Honors: Dean's List (*Top 5% of class*), Brigham Young Scholarship (*Academic*), Multicultural Scholarship (*Merit*)
- Club Memberships: Private Equity Association (*Co-President*), Investment Banking Association
- Case Competitions: Sorenson Capital (1st Place), Marriott School of Business Stock Pitch (2nd Place)

PROFESSIONAL EXPERIENCE

Ares Management – ACOF (*Private Equity; ~\$25bn AUM*)

Los Angeles, CA

Summer Analyst

Jun 2024 – Aug 2024

- Executed comprehensive M&A screening and data cuts for acquisition targets for a healthcare portfolio company
- Assisted with due diligence, expert calls, and IC material creation across healthcare, industrials, and services

Selected Transaction Experience

Project Singer – ~\$100mm industrial automation bolt-on acquisition (closed Aug '24)

- Analyzed a ~\$100mm sales pipeline to assess revenue visibility of key customers and customer concentration
- Researched and helped construct the strategic rationale section of the final IC presentation

Silver Lake Partners (*Technology-focused Private Equity; ~\$100bn AUM*)

New York, NY

Summer Intern

Jun 2023 – Aug 2023

- Built an LBO and CIM for a take-private of a tech entertainment company forecasting returns of 25% / 2.5x
- Created 3 company overviews and operating models for companies within the technology-enabled space

Peak Capital Partners (*Venture Capital; ~\$100mm AUM*)

Provo, UT

Venture Capital Intern

Sep 2023 – Dec 2023

- Reviewed 50+ company pitches and determined if they fell into the scope of the firm's investment criteria
- Built and managed a database for 300+ venture investments tracking returns and operating metrics

Peak Capital Partners (*Real Estate Private Equity; ~\$5bn AUM*)

Provo, UT

Acquisitions Analyst Intern

Jan 2023 – Apr 2023

- Modeled and performed due diligence for 20+ multifamily properties across 3 unique markets aiming for 12% IRR
- Classified T12s, made pro forma assumptions, monitored returns, and analyzed rent comps in order to value deals

360 Advisory Group (*Regional Boutique Investment Bank*)

Brentwood, TN

Spring Intern

Jan 2022 – Apr 2022

- Conducted research, prepared marketing materials, and ran precedent transactions and comparable analyses
- Performed due diligence in the medical technology sector to identify active investors and advise client strategy

LEADERSHIP & SERVICE

Brigham Young University Private Equity and Venture Capital Association

Provo, UT

Co-President

May 2024 – Present

- Manage relationships with firms and alumni, educate students, and plan networking trips and case competitions

Hispanic Finance Association

Austin, TX

Mentor

Jan 2022 – Present

- Coach students of under-represented backgrounds, helping them achieve professional development goals

SEO Career

New York, NY

SEO Success

Apr 2022 – Present

- Received 100+ hours of individualized coaching and online instruction around technical and soft skills

Brigham Young University Marriott School of Business

Provo, UT

Diversity, Equity, and Inclusion Career Coach

Aug 2022 – Aug 2023

- Coached students of under-represented backgrounds by helping them take advantage of unique opportunities

The Church of Jesus Christ of Latter-day Saints

Huancayo, Peru

Volunteer Representative

Nov 2018 – Apr 2020

- Directed and trained 20+ representatives by establishing goals, tracking KPI's, and conducting weekly trainings
- Organized and taught an ESL program consisting of 3 classes of varying skill with each one containing 25+ students

AWARDS, SKILLS & INTERESTS

- Languages: Full Professional Spanish (Reading, Writing, Speaking, Listening)
- Interest: Fitness and nutrition, snowboarding, and an avid watch collector (member of Horological Society of Utah)

EVERCORE

EDUCATION

Brigham Young University – Marriott School of Business

Bachelor of Science in Finance

Provo, UT

Apr 2026

- GPA 3.83 / 4.00
- Active member of the BYU Finance Society Investment Banking Association
- Participated in Walmart corporate finance case competition March 2023
- Banyan Growth Partners Summer Seminar Program

EXPERIENCE

Brigham Capital (BYU Student-run Investment Fund)

Provo, UT

Public Equity Analyst – Consumer & Technology Focus

Sep 2023 – Present

- Responsible for equity research efforts on publicly traded companies in the consumer & technology sectors for a student-led fund managing actual capital
- Actively manage between 1-3 positions on average over a given 6-month period
- Perform due diligence, create pitch decks and present ideas to other analysts / portfolio managers
- Best returning idea in the portfolio up ~30% since purchase (Long a fast casual restaurant)
- Worst idea was a long idea in a leisure company that was flat since pitch vs. the SPX 500 up 8%

Awardco (HR Tech B2B SaaS Company)

Lindon, UT

FP&A Analyst

May 2023 – Present

- Forecast revenues and expenses, unit economics, and attrition rates for all departments within the company
- Make decisions and problem solve regarding the financing, GTM strategy, and business model of the company
- Meet with VP of every department to advise regarding their department's finances for the coming month/quarter

Banyan Growth Partners (Growth Equity)

Holladay, UT

Investment Consultant

Jul 2023 – Sep 2023

- Valued company & its projects using discounted cash flow model and public comparable valuation methods
- Analyzed various valuation methods to determine necessary capital commitment in order to maximize returns
- Conducted industry research and analyzed macro-economic trends to evaluate their impact on the investment

BYU Marriott Business Career Center (Career Center)

Provo, UT

Client Success Specialist and Shift Leader

Aug 2022 – Apr 2023

- Coordinated with recruiters from 30+ companies simultaneously to plan events and recruit students from the Marriott School of Business
- Have achieved a 95% satisfaction rate with recruiters and 90% placement rate for students serviced to date
- Led / managed a group of 5-9 other Client Success specialists as a shift lead

LEADERSHIP & SERVICE

The Church of Jesus Christ of Latter-day Saints

McAllen, TX

Volunteer Representative

Jul 2020 – Jul 2022

- Responsible for the supervision of 30-40 other young adult volunteers in south Texas
- Community engagement included teaching free English classes, other locally integration efforts
- Developed fluency in Spanish as service was largely focused on helping in border communities

AWARDS, SKILLS & INTERESTS

- *Eagle Scout*, Boy Scouts of America; highest rank in scouting achieved by only 4% of scouts
- Fluent in Spanish (reading, writing, speaking)
- State champion in rec-league wrestling
- Interests: Utah Jazz, Philadelphia Eagles, New York Yankees, pickleball (played in various tournaments at a level of 4.0), golf, avid table tennis player

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EDUCATION

Brigham Young University – Marriott School of Business

Bachelor of Science in Finance, Minor in English

- GPA 3.97 / 4.00 | Marriott School of Business Dean's List
- Brigham Young Scholarship, Full-Tuition Academic and Athletic Scholarships
- Co-President of BYU Women in Finance, VP of Investment Banking Association, Private Equity Association

Provo, UT

Apr 2025

EXPERIENCE

Goldman Sachs (Cross Markets Group)

Investment Banking Summer Analyst

New York City, NY

Jun 2024 – Aug 2024

- Worked with Consumer, TMT and Leveraged Finance teams on 4 deals, including sponsor M&A and debt financing
- *Sponsor M&A Market Update*
- Compiled research on macroeconomic impacts of pending US election tariff rate changes on cross-border M&A
- Worked closely with cross markets leveraged finance team to analyze current landscape for opportunistic refinancings matching group coverage profile, i.e. automotive technology, public sector software, pharmaceuticals

Select Transaction Experience:

- *Project CineUK* – Advised \$100mm term loan refinancing for live entertainment company
- Assessed potential refinancing scenarios based on target net leverage and EBITDA growth expectations to outline terms of refinancing in credit memo and potential to roll 30% of existing shareholder capital into junior tranche
- Constructed detailed pro forma capitalization scenarios to determine optimal USD and EUR currency mix in issuance of lower-coupon first-lien debt tranche to broaden access to a wider global investor base

B. Riley Securities (Mergers & Acquisitions)

Investment Banking Summer Analyst

Orange County, CA

Jun 2023 – Aug 2023

Project Trident – Sell-side advisor on \$300mm carve-out of specialty industrials division from electronics manufacturer

- Created comprehensive CIM highlighting operational strengths and strategic alignment opportunities to attract potential strategic acquirers within specialty technology hardware manufacturing sector
- Worked with client accountant to allocate and segregate fixed cost and overhead line items ahead of divestiture
- *Project Phoenix* – Strategic advisor on capital raise for consumer packaged goods supplier with revenue of \$40mm
- Valuated private-label CPG manufacturing business unit for divestiture by analyzing historical financials and customer concentration to create a DCF model with segment-specific growth assumptions
- Built comprehensive loan offering memorandum and facilitated management firesides with potential creditors

Clarke Capital Partners (Growth Equity)

Summer Analyst

Provo, UT

Dec 2022 – Apr 2023

Brandless – Turnaround acquisition of distressed omnichannel home and wellness platform with revenue of \$95mm

- Performed in-depth market size and cohort analysis to forecast recurring revenue mix across vitamin and wellness supplement brands within the Brandless omnichannel sales portfolio and refine strategic focus on select cohorts
- Identified and pitched potential fitness supplement tuck-in acquisition, highlighting attractive operational performance and synergies from sales pipeline and subscription model integration

LEADERSHIP & SERVICE

BYU Collegiate Swim Team

Member of Women's Distance Team

Provo, UT

Sep 2019 – Dec 2023

- Placed fourth in the 500-yard freestyle and fifth in the 1650-yard freestyle at MPSF Conference Championship

Full Circle Foundation (Microfinance NGO)

Volunteer

Senegal, Africa

Jun 2020 – Aug 2020

- Led 6 meetings and interviewed 40 community members to assess the effectiveness of micro-savings groups and community gardens, and compiled survey data for program director to analyze and discuss with board members

AWARDS, SKILLS & INTERESTS

- Utah State Champion in 200 freestyle, 500 freestyle, 1650 freestyle, and 100 butterfly
- Spanish fluency, expertise in Excel and PowerPoint, experience with Gartner, CapIQ, Pitchbook
- Summited multiple peaks in the French, Swiss, and Italian Alps, including Mont Blanc and Matterhorn

LAZARD

EDUCATION

Brigham Young University - Marriott School of Business

Bachelor of Science in Finance, Minor in Chinese

▪ GPA 3.94 / 4.00

▪ ACT 34 / 36, 99th Percentile

▪ Brigham Young University, Academic Scholarship

▪ Active Member of BYU Investment Banking Association | Private Equity & Venture Capital Association

Provo, UT

Apr 2026

EXPERIENCE

Cimarron Healthcare Capital (Healthcare-Focused Private Equity Fund)

Incoming Summer Private Equity Analyst

▪ Expected to conduct financial modeling, detailed market and industry research, and related due diligence

Salt Lake City, UT

May 2024 – Jul 2024

Concordia Capital (Middle Market Technology Investment Bank)

Investment Banking Analyst Intern

▪ Research B2B SaaS companies with \$10mm+ ARR to determine potential investments/clients within the industry

▪ Support the capital raising, sell-side M&A advisory, fund placement, and other core daily operations of the firm

New York City, NY

Jan 2024 – Present

Brigham Capital (Investment Fund)

Software Sector Senior Analyst

▪ Produce slide decks containing financial models, thesis drivers, and industry trends to guide investment choice

▪ Conduct qualitative and quantitative research to identify market trends affecting the current US software sector

▪ Screen public companies with <\$1B market capitalization, determining potential for future multiple expansion

Provo, UT

Sep 2023 – Present

Clearstone Associates (Private Equity Fund)

Private Equity Analyst

▪ Analyzed 20+ locations to find most attractive prospective acquisitions within the background check industry

▪ Performed comprehensive industry evaluations to determine average deal multiples and comparable firm ratios

Salt Lake City, UT

Oct 2023 – Dec 2023

Vermillion Rock Advisors (Buy-Side M&A Investment Bank)

Investment Banking Analyst

▪ Identified and analyzed 150+ companies that fit various criteria benchmarks, as set by private equity groups

▪ Synthesized and prepared market research to understand which industrial sectors carry attractive valuations

St. George, UT

May 2023 – Aug 2023

Riverside Impact Capital (North Carolina based search investment platform for SMEs)

Analyst

▪ Collaborated with a team to analyze CIMs and performed qualitative due diligence on potential acquisitions

▪ Built cash flow models to supply insight into firm acquisitions on companies valued at \$5+ million

▪ Undertook sector specific research in 2 impact-oriented industries to provide a view of acquisition desirability

Raleigh, NC

Jan 2023 – Apr 2023

LEADERSHIP & SERVICE

The Church of Jesus Christ of Latter-day Saints

Volunteer Representative

▪ Taught and helped over 1,000 people learn and implement positive life skills in Mandarin and English

▪ Organized, advertised, and taught a free English class to over 50 members of the NYC Chinese community

▪ Coordinated, led, and trained 20 other volunteer representatives throughout Brooklyn, Manhattan, and Queens

New York City, NY

Sep 2020 – Sep 2022

AWARDS, SKILLS & INTERESTS

▪ Professional Working Proficiency in Mandarin Chinese (attended a term at National Taiwan Normal University)

▪ Eagle Scout, Boy Scouts of America, Lifetime Member, California Scholarship Federation

▪ Snowboarding, Intramural Basketball & Soccer, Scuba Diving

Personal Benchmarking

Throughout recruiting, many students tend to experience “**imposter syndrome.**” You may feel stressed out with the need to be someone you are not, recruit with every bank on the street, or pretend to know everything about investment banking to fit in. **These are not good feelings to have.**

The more at peace you are with yourself and the more aware you are of your current standing, the better you will perform in recruiting.

Every year BYU places students throughout Wall Street – and no matter where you land, from a bulge bracket to a regional middle market, you’ll be working on the same sorts of deals. **Assess with yourself where you have the best chance of placing and focus your recruiting efforts on those banks.**

Prioritizing in Recruiting

At this point in the school year, you should have a **tentative** idea of your rankings of banks based on the following factors:

- Location
- Group
- Product vs Coverage
- Career Opportunities

As you move forward and begin speaking with full-time professionals, begin considering the following factors as well:

- Culture
- Analyst Training Experience
- Work-Life Balance

Networking timeline

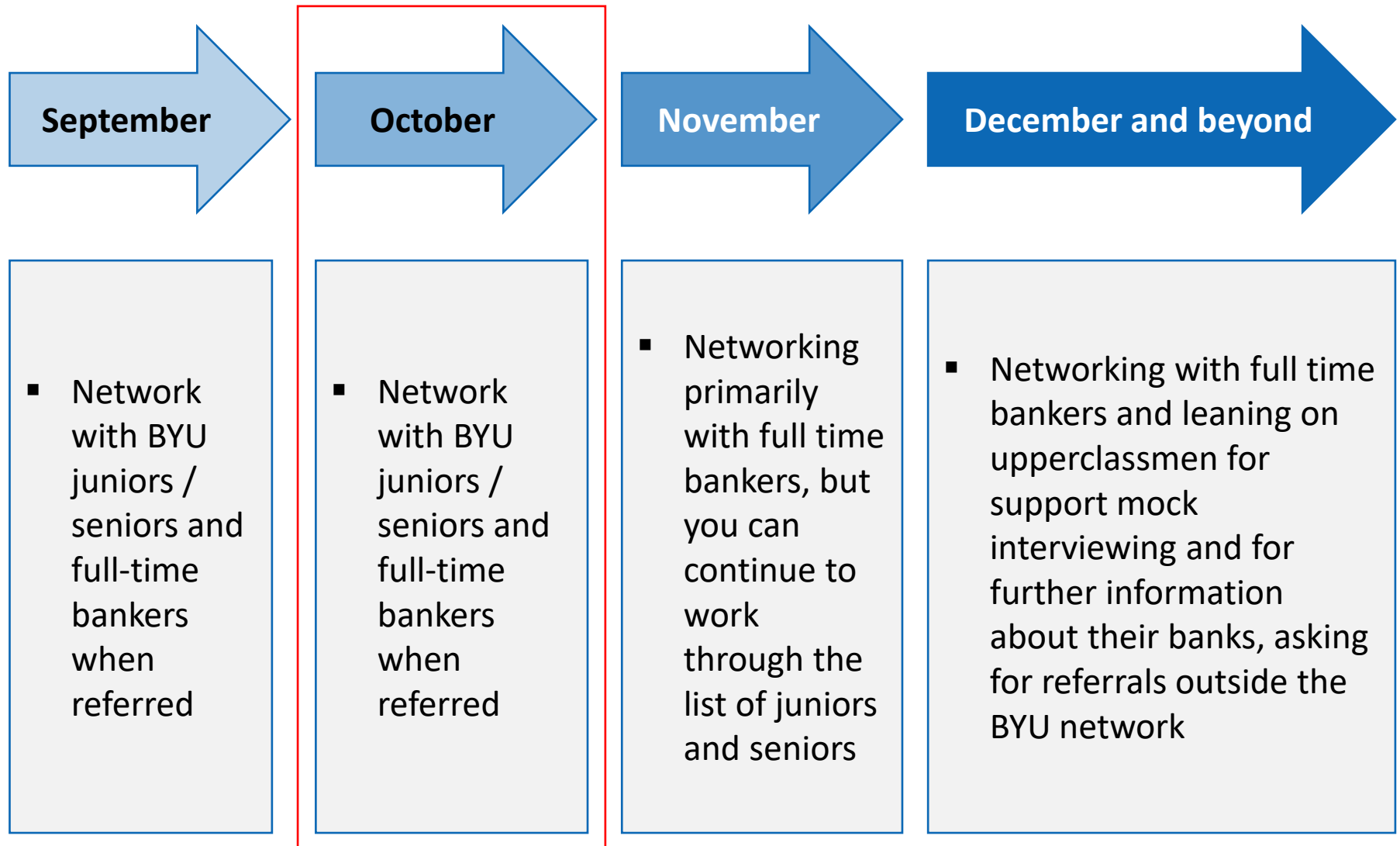


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Other Behaviorals

EV to Equity Value Bridge

Impact of Events on Valuation

The most common question: story

Your “story” is what you say in response to the following questions in an interview:

- “Walk me through your resume/CV...”
- “Tell me about yourself...”
- “Why are you here today?”

Those are the surface-level questions, but the real question is the following: **“Why should we hire you?”**

Basic things

Your story tells a narrative about how your experience relates to the role you're interviewing for, and how this role relates to your long-term goals.

1

Be concise

- Aim for 1-2 minutes (around 200-300 words at normal speaking speed). The shorter, the better!

2

Highlight your best qualities

- Focus on your most relevant skills and your greatest achievements.

3

Answer the main doubts an interviewer might have

- Why might they not hire you for the job, and how can you ease their concerns?

Bullet proof structure

1

The
“Beginning”

- Your initial background (hometown, university, or business school)

2

Your Finance
“Spark”

- The specific person, event, or experience that made you interested in finance or investment banking

3

Your
growing
interest

- How you gained more relevant skills and work experience over time that prepare you for this job

4

Why you’re
here today
and your
future

- Why this firm and this group fit your long-term plans perfectly

Example

Interviewer: Why don't you start by walking me through your resume?

Interviewee: "Sure. So I'm from China originally, moved to the U.S. in high school, and went to BYU to major in electrical engineering, since I've always been interested in technology. I was also very interested in finance because my uncle ran an import/export business in China that worked with a lot of industrial companies.

In my first internship, I worked at Lockheed Martin doing technical writing to help customers understand the products. But in the process, I became a lot more interested in the business side because some of my recommendations helped customers test satellites 20% more efficiently and save money.

I started to think about combining my engineering skills with my interest in business, so back at school, I joined Delta Sigma Pi, the business frat, did a Goldman Sachs case competition, and also completed a school-year internship at Oak Road Brothers, a tech-focused hedge fund. I liked the financial modeling and valuation work there, and getting to look at companies creatively, but I also wanted to work on longer-term projects and actually influence companies' strategies – so I've become most interested in investment banking.

I know what I'm getting into in terms of the hours since I often worked and studied 70 hours per week when I did my school-year internship and took 5 classes at the same time – and I'm confident I've taught myself enough finance to contribute.

So I'm here today because I want to combine my engineering skills with what you do in investment banking, and advise technology companies on their M&A and financing strategies. And joining Qatalyst Partners, given deals you've worked on, such as Oracle's acquisition of NetSuite, is the ideal way for me to get there."

Example

Interviewer: Can you tell me about yourself?

Interviewee: “Of course. My name is Thomas Foulger, and I'm from San Diego, California. I'm currently a sophomore at BYU, studying economics and Spanish. I've been interested in business for as long as I can remember, starting a stock market club my freshman year of high school, but my interest in investment banking specifically began my senior year when the real estate development company my dad worked for was acquired by Leucadia, which is now Jefferies. I was fascinated by the whole acquisition process—but specifically, I had no idea how you would go about putting a price tag and selling something as complicated a business. After peppering my dad with questions, I learned how investment bankers are the ones who make complicated financial transaction happen and I was also lucky enough to speak with a few former investment bankers. The steep learning curve and exposure to high stakes deals seemed like the ideal way to start my career.

After graduating, I took a break from school and served a two-year mission for my church in Peru. I had a wonderful experience living out of the country, learning Spanish, and helping people where I could.

When I returned to BYU, I knew banking was what I wanted to pursue, so I started seeking out experiences to prepare me for a full-time role. I recently interned at Brigham Capital, a student-run hedge fund, where I built pitch decks from scratch, operating models, and argued investment theses. I've interned at Vermilion Rock Advisors, a lower middle-market investment bank, where I learned how to identify ideal PE targets and built DCF models from scratch. A small team of students and I recently won first place in a case competition, where we valued the proposed Waystar IPO, and this summer, I'll be interning at Sweetwater Private Equity, a firm that focuses on secondaries.

All of these experiences have not only solidified my passion for investment banking but also helped me gain a better understanding of the type of attention to detail and work ethic that make a successful analyst. Ultimately, what draws me to investment banking is the advisory aspect. So being able to interview with a pure advisory platform like Rothschild is incredibly exciting. Thank you for having me.

Common errors

1	Too Much Setup	<ul style="list-style-type: none">▪ Keep The Beginning short and sweet. No one cares about your▪ Class schedule, your previous 11 internships, or all 114 of your extracurricular activities.
2	A Non-Specific Spark	<ul style="list-style-type: none">▪ Mentioning “a professor” or “a competition” or “a stock you invested in” won’t cut it.▪ You need the names of companies, deals, stocks, or people.
3	Sounds scripted	<ul style="list-style-type: none">▪ Be professional, but sound conversational
4	Too Much Negativity	<ul style="list-style-type: none">▪ Playing the “blame game” in an interview is a losing battle.▪ Even if your previous boss was a serial killer, you still don’t want to mention it as a reason for leaving the job.
5	Lacking confidence	<ul style="list-style-type: none">▪ It’s your story, own it
6	Vision	<ul style="list-style-type: none">▪ Even if you’re not quite sure of your career plans, you must define something for interview purposes.

Bullet proof structure



[Access the Rest of the IB Interview Guide](#)

IB Interview Guide, Module 2: How to Walk Through Your Resume or CV Like a Pro in Investment Banking Interviews

Workshop



Bullet proof structure

1

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- Your initial background (hometown, university, or business school)

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What are fit questions

“Fit” questions refer to ones such as:

- Why do you want to work at our bank?
- What are your strengths and weaknesses?
- What’s your leadership style?
- What’s your greatest failure?
- Why should we hire you?

Unlike technical questions, “fit” questions do not require math or calculations to answer.

Do fit questions matter more than technicals?

- **Knowing technicals will never get you an offer, but not knowing them will cause you to lose them**
- Once you get past the technicals and show you are proficient, the behavioral section is what ultimately decides whether you get an offer
- Banking is much more than just crunching numbers; they are looking for personality fits and people they would enjoy working with

Which question seems harder?

- What's your greatest failure?
- Company A is acquiring company B. A has stock price \$25, 10 shares, and \$10 net income. They are acquiring company B for \$150 purchase equity value and company B has net income of \$10. What is the accretion/dilution if it is an all-stock deal?

What does this mean for you?

- You should outline your answers to **ALL** the major fit questions
- You should spend a similar amount of time practicing behaviorals as you do technicals

- You will be asked a variety of fit questions...
- But in reality every fit question is in one way or another asking:
“Why should we hire you?”

How to face unusual questions

Bankers could ask you hundreds of questions, but they are almost all derivatives of:

- Why do you want to work at our bank?
- What are your strengths and weaknesses?
- What's your leadership style?
- What's your greatest failure?
- Why should we hire you?

If they are not a variation of the ones above, then:

- It will be a “common sense” question for which you should not need to prepare

- It will be a question based on your **understanding of the industry, what bankers do, or recent market events.**
- To answer these questions, you need to read the news and read articles

- It will be a **deal, company, or market discussion**

Universal questions

In addition to fit questions requiring the use of the STAR method, the following questions are commonly asked in an interview setting – you should be ready to respond with multiple reasons and motivational factors

“Why do you want to work at (bank)?”

“Why investment banking?”

“Why this city?”

Common questions

“Tell me about 3 of your weaknesses or strengths.”

“When was a time you failed?”

“When was a time when you showed leadership?”

“What did you learn at your last internship?”

“Why should we hire you?”

3

Greatest strengths you can readily identify

3

Weaknesses you are working on

You should be able to speak intelligently about **anything on your resume**, especially your internships. It is fair game for an interviewer to look at your resume and just ask about something.

Humility vs cockiness



Preparing for Behavioral Questions

Select your Stories

- **Think of 4-6 “formative” life experiences from your time in college.** These are preferably from internships, but can also come from school, volunteer work, etc.

Write Down Your Stories

- After you have determined which stories are the most reflective of your growth, **write them down.** Be detailed and keep them in a place where you can review them often.

Adapt Stories to Different Questions

- Although you will only write down between 4 and 6 stories, you should anticipate being asked a **wide variety of behavioral questions.** Identify an array of questions that your stories could be used to answer.

Practice Out Loud

- The more you verbalize your behavioral stories, the more confident and polished you will sound in interviews. **Even if you are “well-spoken,” practice out loud.**

Example of Behavioral Story

Story 1: HEFY – Working with Madi

Highlights: Very Personable and Understanding

Answers:

- Describe a time when you had to work with someone different from you.
- Describe a situation when you had to persuade or influence others, how did you approach it and what was the result?
- Have you ever had a time when you had to handle confidential information (talk about different issues some of the builders had)
- Describe a situation where you demonstrated leadership skills
- How do you handle disagreements or conflicts within a team setting?

S: Humanitarian Trip

T: Co-leader I was assigned to work with, and I had a very different work style

A: We were able to have an open conversation, I expressed what I really appreciated about her leadership style and told her I was going to try and emulate what she did well more and asked for her feedback to be better. We worked together and re-evaluated often to determine how we could improve. Little by little we began to work better together and collaborate effectively.

R: Because I was able to look at things from her perspective and really ask for sincere feedback, I was able to improve my skillset as a leader and contribute to everyone on the trip having an exceptional experience. **IF I CAN LEARN SOMETHING FROM ANYONE, I CAN ALSO MAKE A GREAT TEAM WITH ANYONE.**

Don't say "while I had these skills, she had these" say "my leadership style tends to be this. Her leadership style tends to be _____. We each had strengths and weaknesses and were simply different."

Workshop



**Its not about what you say,
but how you say it.**

Interviewers conduct several interviews a day – use your unique personality to stand out in a professional way.

**Become the candidate you know
they want to hire – your
confidence in interviews is make
or break.**

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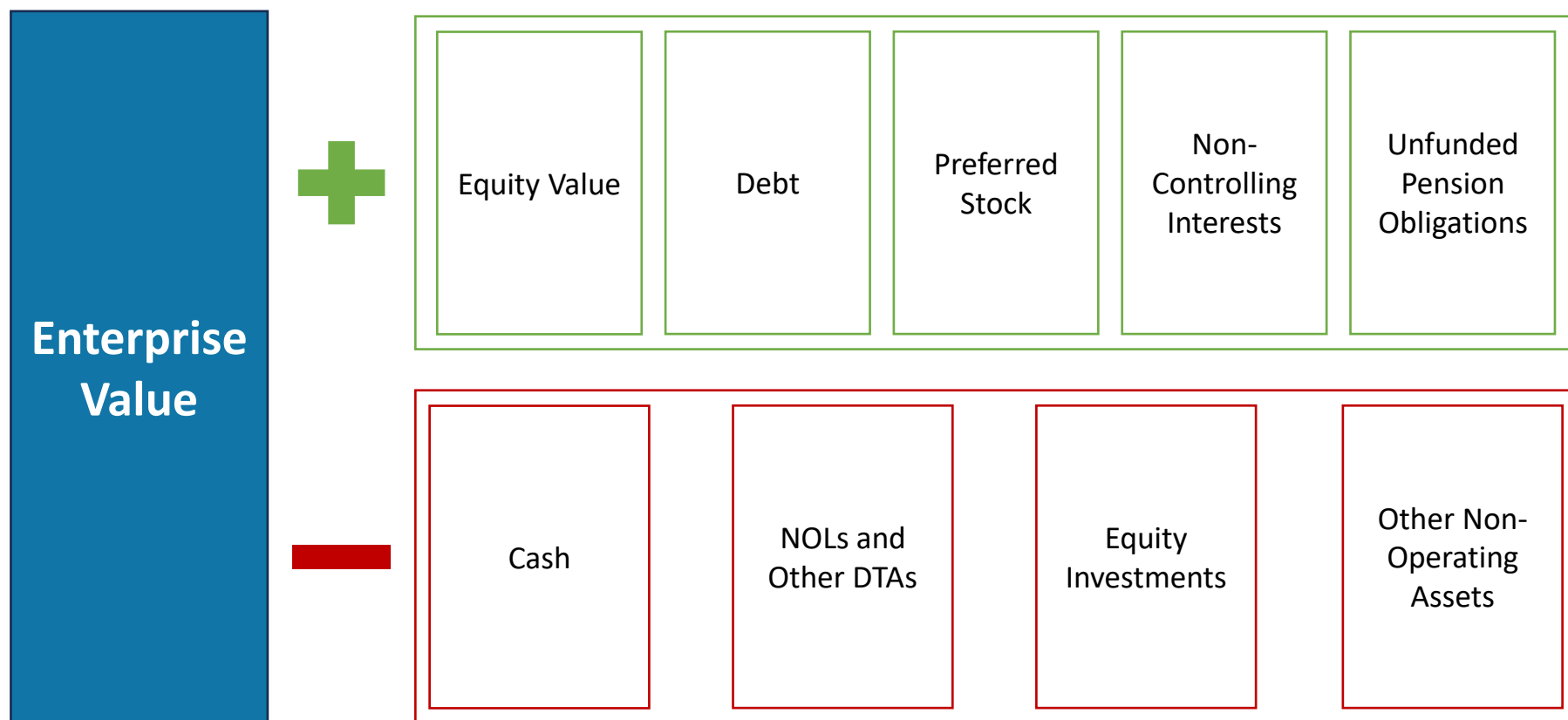
Other Behaviorals

EV to Equity Value Bridge

Impact of Events on Valuation

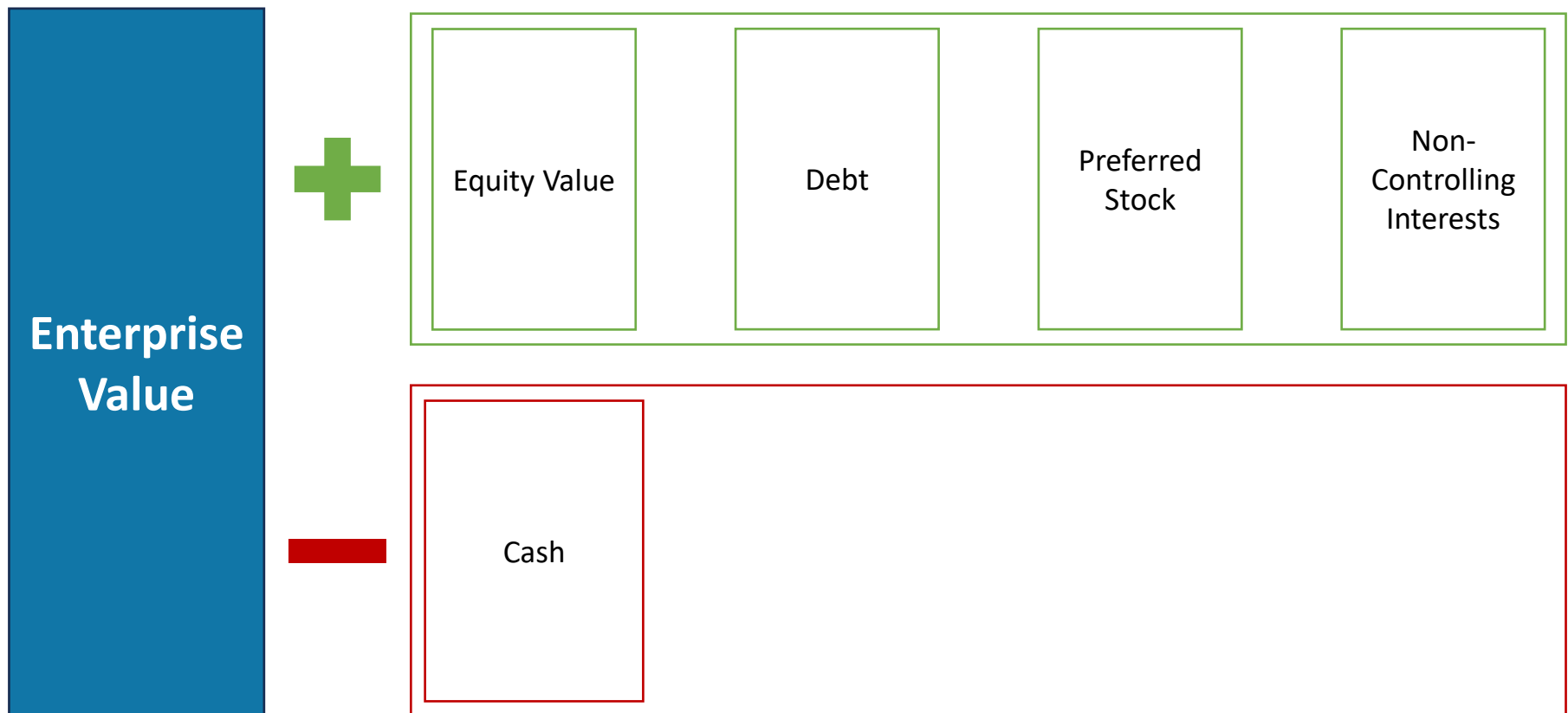
Just follow the formula

- The DCF usually produces the company's Implied Enterprise Value.
- We need to jump across the “bridge” from Enterprise Value to Equity Value so that we can divide Equity Value by the share count to get the Implied Share Price

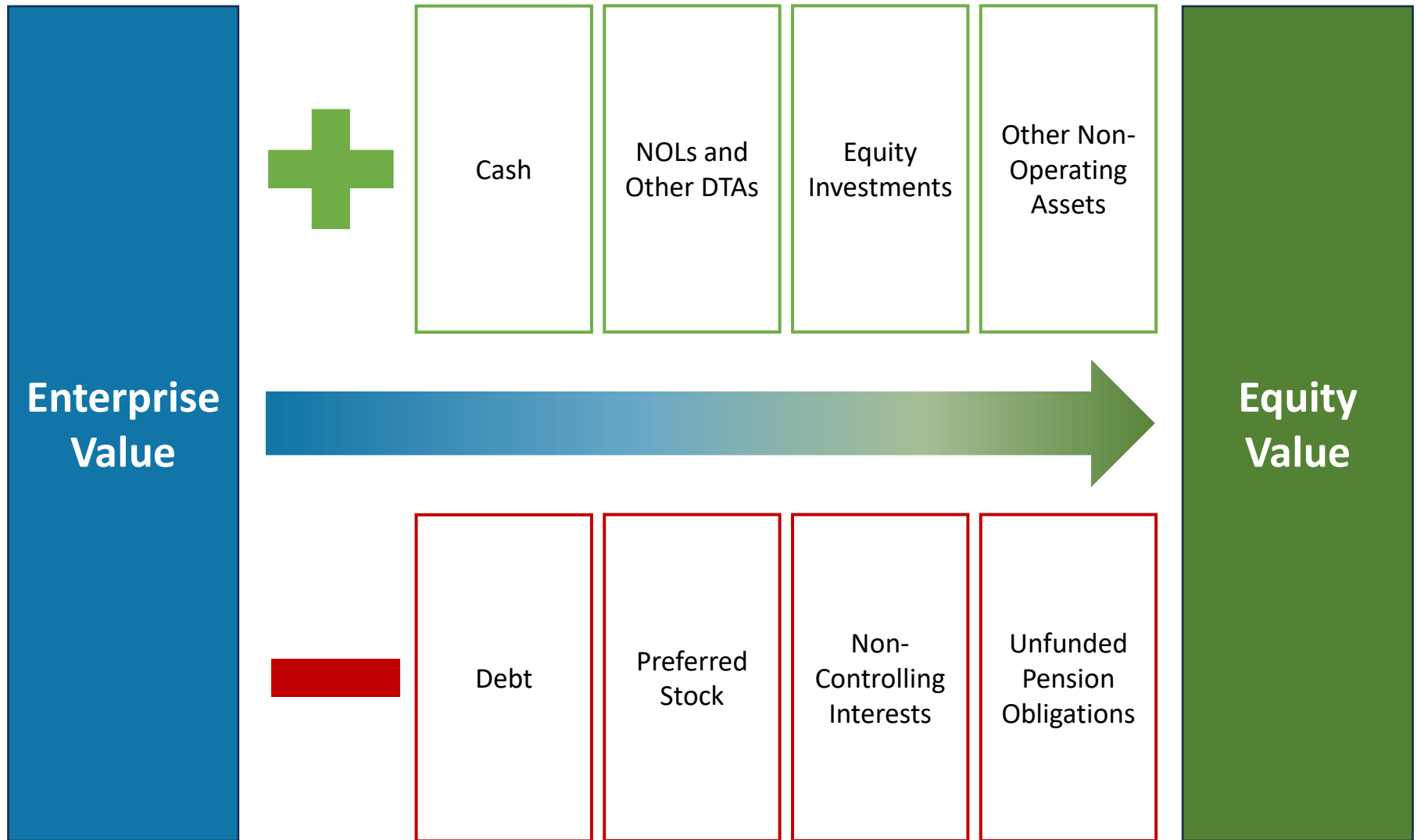


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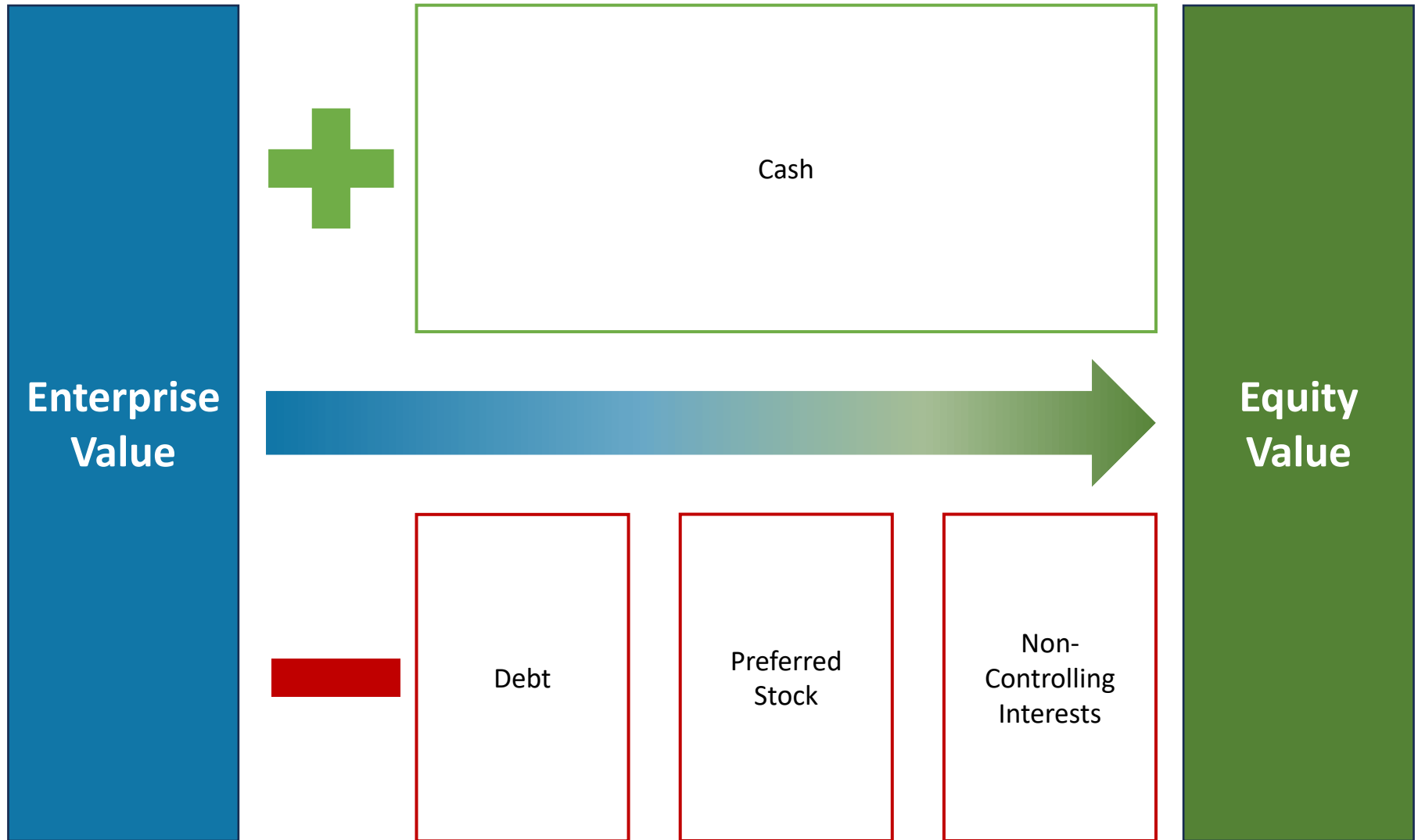


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Impact of Events on Enterprise and Equity Value

Interviewers will commonly assess your knowledge of changes to enterprise and equity value – when determining how valuation has changed always work within the framework of the following questions

Equity Value

Does common shareholders equity change?

If yes, then our equity value has changed. Further information is required to determine if our EV has changed as well.

Enterprise Value

Do net operating assets change?

If yes, then our EV will change by the amount that NOA changes – it doesn't matter which investor group paid because EV reflects all investors.

Practice 1

A company issues \$1000 of common stock and uses the entire proceeds of the stock issuance to buy back stock

Does common shareholders equity change?

If yes, then our equity value has changed. Further information is required to determine if our EV has changed as well.

Do net operating assets change?

If yes, then our EV will change by the amount that NOA changes – it doesn't matter which investor group paid because EV reflects all investors.

Practice 2

A company issues \$500 of common stock and holds \$250 as cash while using the other \$250 to purchase PP&E (Operating Assets)

Does common shareholders equity change?

If yes, then our equity value has changed. Further information is required to determine if our EV has changed as well.

Do net operating assets change?

If yes, then our EV will change by the amount that NOA changes – it doesn't matter which investor group paid because EV reflects all investors.

A company has 15,000 shares at \$80 a share. There are 100 call options at an exercise price of \$40, 50 RSUs and 100 convertible bonds at a price of \$10 and a par value of \$200. What is the fully diluted equity value?

A company has 5,000 shares at \$200 a share. There are 1000 call options at an exercise price of \$100, 100 PSUs and 500 convertible bonds at a price of \$10 and a par value of \$200. What is the fully diluted equity value?

Quiz this week

Exam Instructions

[Edit](#)[\(Hide\)](#)**View:** [expanded](#)[preview](#)[collapsed](#)**1 question, 1 point**

1. After week 6's lecture, upload a video of yourself answering the following question: walk me through your resume.

Remember that responses should be between 1 and 2 minutes. Treat this as if it were the first question in an interview at your bank of choice - keep in mind that interviewers often decide as you are responding this question if they will or will not be extending an offer. No need to be wearing business formal - but make sure you are presenting yourself in a professional manner and setting to get the most out of this practice.

In addition to uploading a video of yourself presenting your story, please upload a copy of your story in written format.

**1 pt***open response*[+ New question](#)[+ Add from Question Bank](#)[+ New question block](#)[Import questions](#)[Export questions](#)

Attendance word: Warren Buffet

