

# Noah Libby-Haines

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## Professional Summary

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Experienced professional with a proven track record in Mergers & Acquisitions, financial analysis, and software development. Expert in statistical modeling, causal inference, and backend design, with a focus on driving impactful results. Proficient in C++, Java, Python, and R. Skilled in managing complex negotiations and fostering strong client relationships to achieve successful outcomes. Eager to contribute technical expertise to innovative aerospace projects at Blue Origin.

## Skills

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### Technical Skills

**Data Analysis & Modeling:** Expert in statistical modeling, causal inference, simulations, and machine learning to drive data-driven decision-making.

**Programming & Full Stack Development:** Proficient in C++, Java, Python, R, and web technologies (HTML, CSS, JavaScript); experienced in designing efficient backend architectures and user-friendly interfaces.

**Software Development:** Skilled in developing and optimizing software solutions, leveraging data visualization, and automating workflows.

**Financial Analysis & Valuation:** Proficient in financial modeling, due diligence, and business valuation for M&A transactions.

### Business & Leadership Skills

**Leadership & Team Management:** Proven ability to lead cross-functional teams, optimize resource allocation, and mentor junior staff to enhance team performance.

**Client Engagement & Strategic Networking:** Adept at building and maintaining strong client relationships, handling high-stakes negotiations, and leveraging strategic networks to drive business growth.

**Strategic Planning & Business Development:** Skilled in identifying market opportunities, generating leads, and optimizing ROI through strategic planning and execution.

**Negotiation & Conflict Resolution:** Expert in managing complex negotiations, addressing stakeholder concerns, and ensuring project success.

# Work History

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## Founder, Sell-Side Advisor & Product Developer

### Sax Capital Partners – Seattle, WA

February 2018 – August 2023

- Represented business owners as their trusted advisor, managing the entire sales process — from pricing and marketing to negotiating with buyers — to secure optimal valuations and successful acquisitions.
- Developed proprietary valuation models to deliver cost-effective, trust-building services for potential sellers, fostering relationships and paving the way for future sell-side representation.
- Managed negotiations in 10+ M&A transactions, devising innovative deal structures, such as earn-out clauses, to address buyer concerns and close transactions smoothly.
- Implemented strategic networking initiatives, driving high-quality lead generation and enhancing the firm's business development efforts.
- Mentored junior analysts, empowering them to independently handle client interactions, valuation reports, and negotiations.
- Applied statistical modeling and data visualization to valuation reports, providing actionable insights and enhancing client decision-making.
- Collaborated with partners to set business strategy, align goals, and drive the company's growth from a startup to a boutique firm.

## Lead Software Developer

### Ponchartrain Technology Partners – New Orleans, LA

August 2012 – January 2018

- Led the full-stack development of a custom CRM system for a medium-large accounting firm, integrating advanced features to enhance user experience and optimize workflows.
- Managed a team of outsourced programmers, maximizing efficiency and profit margins by allocating low-cost resources to high-impact tasks, while maintaining high-quality deliverables.
- Engaged clients throughout the development process, incorporating feedback at every stage to ensure the final product met their needs and expectations.
- Facilitated communication between technical teams and non-technical stakeholders, ensuring alignment on project goals and successful project execution.
- Designed both the graphical user interface (GUI) and backend architecture, optimizing the CRM's performance and usability.
- Developed training and support materials to assist client teams in adopting new technology, addressing resistance, and facilitating smoother transitions.

- Led all software projects from design to delivery, ensuring adherence to timelines and high-quality standards while fostering a collaborative team environment.

## **Instructor & IT Consultant**

### **Bard College - Bard Prison Initiative – Annandale-on-Hudson, NY**

September 2011 – July 2012

- Worked closely with students to fortify their understanding of syntax, troubleshoot programming assignments, and build analytical skills, enhancing their technical proficiency.
- Led advanced students as a project manager in an independent study to develop an educational app for Android, fostering teamwork and practical application of programming skills.
- Assisted in deploying a secure, Linux-based multi-terminal computer system, optimizing the use of limited computer resources and improving IT infrastructure.

## **Technical Portfolio**

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- **Financial Simulation Application:** Currently developing a personal finance simulation tool ([WealthWatchers.app](#)) to assist users in financial planning and decision-making.

## **Education**

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### **M.A. in Statistics**

#### **University of California, Berkeley – Berkeley, CA**

May 2008

GPA: 3.66

### **B.S. in Computer Science**

#### **Boston College – Chestnut Hill, MA**

Minor: Mathematics

May 2004

GPA: 3.78