

DAVID BRENT HARELICK, CFA

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Education

- 2000 - Present **MIT SLOAN SCHOOL OF MANAGEMENT** **Cambridge, MA**
Candidate for MBA, June 2002
- Concentration in New Venture and Product Development
 - Co-organizer of the 2000 MIT Venture Capital Conference
 - Participant in the MIT \$50k business plan competition
 - Member of the Venture Capital, Marketing and Media Technology Clubs
- 1993-1996 **CORNELL UNIVERSITY** **Ithaca, NY**
B.S. in Industrial and Labor Relations
- Completed degree in 3 years; Dean's list (4 of 6 semesters)
 - Significant coursework in finance, economics, management and organizational behavior
 - Alpha Epsilon Pi Fraternity - philanthropy chair

Experience

- 1998-2000 **LEND LEASE REI (formerly, BOSTON FINANCIAL)** **Boston, MA**
Associate - Capital Markets (Real Estate)
- Accountable for all tasks related to transaction execution including: client & investor communications, deal structuring, financial modeling, due diligence and presentation design
 - Secured financing for a 394-unit residential complex and a \$43 million office building
 - Promoted to Associate from Financial Analyst in February 1999
 - Recruited, supervised, trained and mentored junior professionals
 - Designed a series of template financial models for use across the capital markets group
 - Joined Asset Management Group in January 2000 and performed portfolio management activities
- 1998 **THE ACQUMEN GROUP, LLC** **New York, NY**
Managing Member, Co-Founder
- Formed a firm to advise emerging companies on obtaining venture financing and other financial and strategic issues
 - Secured an advisory engagement with a start-up to locate \$3-5 million
- 1996-1998 **WASSERSTEIN PERELLA & CO.** **New York, NY**
Financial Analyst - Mergers & Acquisitions
- Major transactions included:
 - 1 Swiss Bank merger with Union Bank of Switzerland
 - 2 Dean Witter merger with Morgan Stanley
 - 3 Pitney Bowes \$1 billion lease transfer to GATX
 - Managed a client relationship attempting to find private equity for a new chemical technology
 - Conducted new business calling effort for financial clients; credited with 15+ CEO meetings
 - Participated in many due diligence and negotiation sessions (often as the sole WP&Co. rep.)
 - Trained & supervised several first year analysts
- 1995 **PRUDENTIAL INSURANCE COMPANY OF AMERICA** **Queens, NY**
Summer Associate
- Responsible for professional recruiting including conducting many interviews
- 1989-1996 **DBH ENTERPRISES** **Dartmouth, MA**
Principal, Founder
- Started and operated a firm specializing in technological sales & travel services

Personal

- Enjoy bicycling (participant in 1999 Boston->NY AIDS ride), skiing, running, intramural team sports and foreign travel
- Avid technology enthusiast