Account Analysis, Analysis, Business Growth, Capital Structure, Client Presentation, Client Relationship Management, Communication, Comprehensive, Corporate Finance, Due Diligence, Financial Markets, Financial Transaction, Leadership, Market Research, Mergers and Acquisition, Negotiating, Proven Track Record, Strategic Advice, Team Leadership

**Charlotte Williams**

**Contact Information:**

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**Professional Summary:**

Dynamic and results-oriented Investment Banker with 18 years of experience in mergers and acquisitions, corporate finance, and strategic advisory. Known for strong analytical skills, exceptional client relationship management, and a deep understanding of global financial markets. Proven track record of driving business growth and executing high-profile transactions.

**Education:**

**University of Oxford (Russell Group)**

* MBA in Finance, Distinction
* Graduated: 2006

**University of Edinburgh (Russell Group)**

* BSc Economics and Finance, First Class Honours
* Graduated: 2003

**Professional Experience:**

**Goldman Sachs** *Managing Director of Investment Banking*  
*London, UK*  
*2018 - Present*  
Leading a team of high-performing analysts and associates, managing major M&A transactions and corporate finance projects. Providing strategic financial advice, overseeing due diligence processes, and negotiating terms to ensure successful deal closures. Contributed to a significant increase in the firm's revenue and client satisfaction.

* **Key Achievements:**
  + Successfully led a £750 million acquisition of a tech company.
  + Increased client portfolio value by 45% through strategic advisory.
  + Recognized for exceptional leadership and client relationship management.
  + Implemented innovative financial strategies, resulting in a 30% increase in business growth.

**JP Morgan** *Vice President of Investment Banking*  
*London, UK*  
*2011 - 2018*  
Managed a diverse portfolio of business clients, delivering customized financial solutions and strategic advice. Conducted comprehensive financial analyses, market research, and risk assessments. Played a key role in the successful execution of several high-value transactions.

* **Key Responsibilities:**
  + Conducted detailed financial modelling and valuations for M&A transactions.
  + Advised clients on capital structure optimization and strategic financial decisions.
  + Negotiated deal terms and facilitated successful transaction closures.
  + Mentored junior analysts and associates, enhancing team performance.

**Barclays Capital** *Investment Banking Analyst*  
*London, UK*  
*2003 - 2011*  
Gained hands-on experience in financial modelling, market research, and transaction execution. Supported senior bankers in managing client relationships and executing complex financial transactions.

* **Key Contributions:**
  + Assisted in executing several high-profile M&A transactions.
  + Conducted market research and financial analysis to support transaction decisions.
  + Prepared financial models and valuation reports for client presentations.
  + Developed strong analytical and problem-solving skills.

**Skills:**

* Mergers and Acquisitions
* Corporate Finance
* Financial Modelling and Analysis
* Strategic Advisory
* Client Relationship Management
* Market Research and Risk Assessment
* Team Leadership and Development
* Negotiation and Communication

**Certifications:**

* Chartered Financial Analyst (CFA) Charterholder
* Financial Risk Manager (FRM)
* Advanced Financial Modelling and Valuation Certification