

# SELENA L. CHANG

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Majors in Business Analytics and Finance*

Philadelphia, PA

2016-2018

- ) Awarded Joseph Wharton Fellowship for exceptional professional and personal achievement
- ) Active in Technology Club, Innovation & Design Club, Data & Analytics Club, Wharton Asian American Association of MBAs (External Affairs Team), PE/VC Club (Education Team), Common Cents (Founding Officer & VP of Partnerships)

### SMITH COLLEGE

*Bachelor of Arts in Economics & Government*

Northampton, MA

2004-2008

- ) GPA 3.6/4.0; Dean's List; DIS European Politics program in Copenhagen, Denmark
- ) Student Government Association (Diversity Council), Women & Financial Independence Peer Outreach Program Leader

## EXPERIENCE

### ASTRA CAPITAL MANAGEMENT

*Vice President (promoted from Associate in December 2014)*

Washington, DC

2014-2016

- ) First employee at Technology and Communications focused private equity firm founded in July 2014; Received return offer
- ) Responsible for firm marketing, industry research, sourcing, deal evaluation and portfolio management
- ) Created Astra's core marketing materials and private placement memo for 50+ meetings with limited partner investors
- ) Cybersecurity Lead: Responsible for the firm's cybersecurity efforts including key sector trends and investment scouting
  - Spearheaded diligence efforts on a B2B deep web monitoring opportunity; ultimately passed due to IP concerns
  - Organized Cybersecurity Summit with speakers including the CIA Chief Codebreaker to discuss key sector trends
- ) Enterprise Broadband - LOGIX Communications: \$180M acquisition of B2B broadband provider in TX and OK
  - Crafted and marketed Astra's investment thesis and financial model to over 15 interested debt and equity parties, ultimately led to a \$100M debt facility and 2 co-investors investing \$80M of equity
  - Personally sourced \$50M co-investment for the firm's inaugural investment

### ARLINGTON CAPITAL PARTNERS

*Investment Associate*

Chevy Chase, MD

2012-2014

- ) 1 of 3 associates on 12-person investment team (6 partners) managing \$2.2B in assets; Received offer to stay a 3<sup>rd</sup> year
- ) Responsible for investment process including deal sourcing and evaluation, financial modeling, due diligence, transaction execution and portfolio company management & managed four portfolio companies with \$50M to \$150M in revenue
- ) Collaborated with management teams to assess M&A, strategic partnerships, capital structure optimization, and exit strategy
- ) Evaluated 100+ opportunities, submitted 10+ letters of intent, and closed 4 transactions with value of ~\$230M
- ) Hired, trained and mentored an investment associate who recently received a 3<sup>rd</sup> year offer for outstanding work
- ) Cybersecurity/Big Data - Novetta: Services provider to the US Intelligence Community (exited to The Carlyle Group)
  - Led M&A diligence efforts and weekly call with CEO/CFO/SVP of Product to assess 50+ add-on opportunities
  - Collaborated with technical leads on buy vs. build decision, new product marketing plan and pricing strategies
- ) Enterprise Software - Compusearch: Software provider for government contract procurement (exited to ABRY Partners)
  - Managed decision to extend existing contract lifecycle management product currently used by over 100 agencies
  - Monitored indirect channel partnership with Deltek for new product extension

### DEUTSCHE BANK

*Investment Banking Analyst – Financial Sponsors Group*

New York, NY

2010-2012

*Rotational Program*

2008-2010

- ) Deployed \$5B+ of debt financing and IPO proceeds across technology services and communications verticals
- ) Built detailed financial models with business growth drivers, capital structure scenarios and deal complexities
- ) FinTech - TransUnion: \$3.2B leveraged buyout of B2B and B2C credit services provider by Advent and Goldman Sachs
- ) Broadband/Cable - Wave Communications: \$925M leveraged buyout of triple-play provider by Oak Hill and GI Partners

## ADDITIONAL INFORMATION

- ) **Interests**: Running (ran first half marathon Sept 2016), Boxing Club member, Wine Club member, all things Hawaii
- ) **Tech Skills**: Familiarity with HTML/CSS/JavaScript (GA 2-day Bootcamp), SQL (GA Bootcamp), R (Wharton workshop)
- ) **Languages**: Mandarin Chinese (Fluent)