

WORK EXPERIENCE**Astral AR****Los Angeles, CA***Director of Finance**Nov 2018 – June 2020*

- Built and managed financial models to provide guidance on revenue, expenses, and the impact of invested capital
- Analyzed competitive landscape to identify Astral's positioning and develop the company's go-to-market strategy
- Created and updated investor documents with in-house counsel, including convertible debt notes and term sheets
- Led investor relations efforts by identifying potential investors, developing outreach strategy and managing relationships

Defoe Redmount**Newport Beach, CA***Private Equity Associate**Jan 2018 – Nov 2018*

- Researched business services and aerospace & defense industries, and identified specific investment opportunities
- Conducted in-depth due diligence process on potential clients or acquisitions via quantitative and qualitative analysis
- Monitored portfolio to assess company growth and assist management with KPI objectives and implementation strategy

Selected Transaction Experience:

- *Special Situations- Golden West Envelope & Printing (closed)* – Designed a fully-integrated 3-statement model to analyze restructuring scenarios including amend & extend scenarios, divestitures of select business operations, and potential joint ventures. Also, identified operational inefficiencies and implemented new management processes
- *Mezzanine Financing- Container Management Group (partial)*: Constructed a financial model analyzing the merger effects and potential returns on invested capital
- *Growth Capital- Sender One Climbing (partial)*: Researched and mapped competitive landscape, and analyzed the target company's financial statements

Watermark Venture Capital**Irvine, CA***Associate - Internship**Jan 2017 – June 2017*

- Created sourcing, research, and evaluation frameworks to expedite operating processes and deal flow evaluation
- Developed and managed virtual data room containing deal flow information, research, and notes
- Sourced startups, evaluated business plans and pitch decks, and created investment memos
- Provided portfolio companies with additional operating bandwidth and aided in fundraising efforts

PROJECTS**Emprendedores LatAm****Los Angeles, CA***Founder**Jun 2020 - Present*

- Started a Slack group to help connect entrepreneurs in Latin America and facilitate the sharing of resources
- Current members consist of entrepreneurs from Argentina, Mexico, Brazil, Colombia, Chile, and Peru

EDUCATION**University of California, Irvine – Merage School of Business****Irvine, CA***Bachelor of Arts in Business Administration; Finance and Accounting Emphases**June 2017*

Relevant Coursework: Investments, Derivatives, Financial Analysis, Psychology & Asset Markets, Business Law, Statistics

LEADERSHIP**Irvine Finance Club****Irvine, CA***Founder and President**Aug 2015 – June 2017*

- Led outreach efforts to connect with Southern California financial institutions and coordinate speaking events
- Developed marketing materials, evaluated membership applications, and created presentation materials

OTHER INFORMATION*Languages:* Fluent Spanish, Basic French*Computer:* Expert in Excel, PowerPoint, Word, Google Sheets, Quickbooks, Notion, Asana

Progressing in Python, Github, R, Webflow, Bubble, Google Ads

Projects: TechVC (IG), SoCal Weekly Newsletter, ernestomiguel.me