

# Zachary T. Smith

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## PROFESSIONAL EXPERIENCE

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### Best Option Restoration

Business Owner & Revenue Leader

Pensacola–Mobile, FL

Apr 2024 – Present

- Managed liquidity with 90–120-day collections; built 13-WCF, extended DPO, and accelerated A/R to preserve runway.
- Negotiated vendor deferrals under a complex capital stack, avoiding default and debt acceleration.
- Led wind-down and capital return; applied liquidation value and absolute priority analyses.
- Secured \$300K from principals of a \$250M+ revenue operating group via scenario-based valuation and growth modeling.
- Scaled from \$0 to \$100K/mo in five months; developed judgment distinguishing liquidity stress vs. model viability.

### Technology Sales Roles

Strategic Sales & Account Executive (Splunk, FullStory, Revenue Grid, Better.com)

Various Locations

Mar 2020 – Apr 2024

- Exceeded quota (117%–138%) selling complex B2B solutions to Fortune 500 and mid-market clients across financial services, manufacturing, and fintech.
- Managed full sales cycle from prospecting to close, navigating multi-stakeholder decision processes and delivering product demonstrations to C-suite executives.

### BlockCrowd Financial Group

Investment Banking Winter Analyst

New York, NY

Nov 2019 – Feb 2020

- Built pitch materials and financial models supporting M&A transactions and capital raises for middle-market clients; contributed to research, valuation workstreams, and diligence.
- Conducted market research and valuation analysis to identify potential buyers and investors for client transactions; participated in client meetings and due diligence processes coordinating across legal, accounting, and compliance teams.

### Goldman Sachs

Summer Insight Program — Sales & Trading

New York, NY

Jun 2019 – Aug 2019

- Selected from 2,800+ applicants for a program covering sales processes, client coverage, and market fundamentals.
- Gained exposure to trading floor operations and client-facing sales strategies across fixed income and equities divisions.

### Pivoton Capital

Private Equity Spring Analyst

Stamford, CT

Mar 2019 – May 2019

- Built LBO and DCFs for Voxco (\$34M); prepared diligence and investment materials supporting a 2024 exit.
- Ran trading comps and precedent analyses to underpin valuation.

### Morgan Stanley

Wealth Management Winter Analyst

Mobile, AL

Dec 2018 – Mar 2019

- Supported advisors with portfolio construction, asset allocation, and HNW client coverage.
- Analyzed portfolio performance and prepared client reports; assisted in developing financial plans and investment recommendations for portfolios ranging from \$500K to \$5M+.

### United States Army

Specialist — Infantry & Security, 4th Infantry Division

Fort Carson, CO

Dec 2013 – Apr 2017

- Supported security coordination during visits by senior government officials, including a former U.S. President.

## EDUCATION

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### University of Mobile

B.S. Business Administration — Finance

Mobile, AL

GPA: 3.71 / 4.00

Expected Dec 2026

## SKILLS & INTERESTS

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**Technical:** Financial Modeling (LBO, DCF, 13-week cash flow, recap & waterfall), Valuation (comps, precedents), Credit & Restructuring (covenants, capital structure, absolute priority).

**Interests:** Restructuring, credit markets, running (5:52 mile); favorite book: *Extreme Ownership*.