

COLIN PETER DUFFY

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate: Entrepreneurship & Innovation Major

2024-2026

- President of Adam Smith Society, VP of Education of the Sailing Club. Regular member of ETA, PE/VC clubs

DUKE UNIVERSITY

Durham, NC

Bachelor of Science in Computer Science and Economics with Finance Concentration - GPA 3.73/4.00

2014-2018

- Varsity Football: Long Snapper, Four-year ACC Academic Honor Roll

EXPERIENCE

ASHCROFT PARTNERS

Aspen, CO

Worked directly with founder as sole affiliated investor, establishing infrastructure and investment processes for a new firm targeting \$50-250M investments into founder owned businesses; granted significant responsibility in deal evaluation and sourcing strategies

Investor (Internship)

Summer 2025

- Built investment infrastructure including financial models, memos and diligence materials, enabling the firm to professionally execute investment opportunities. Leveraged this infrastructure to evaluate and structure investment terms for 20+ opportunities
- Developed outbound sourcing strategy of founder-owned businesses, leveraging AI tools to source proprietary deals

ELLIOTT MANAGEMENT

Menlo Park, CA

Driving investment execution and portfolio company management for the private equity division of Elliott Management, a hedge fund with ~\$70B AUM. One of 15 investment professionals managing ~\$20B of deployed capital across various portfolio companies

Private Equity Associate

2021-2024

Closed Transaction Experience

- **DreamBox Learning:** Sole associate on \$100M rev. LBO of leading K12 digital curriculum platform. Responsible for all modeling, due diligence analysis, IC materials, lender model/materials, closing process and managing third party advisors
- **OPM Co #1:** Worked directly with MD to execute \$80M TEV tuck-in acq. Led diligence, supervised mgmt. on incr. debt raise
- **OPM Co #2:** Joint associate on amend-and-extend of \$385M existing debt facility. Drove model, scenario analyses and materials
- **Discovery Education (DreamBox Sale):** Sole associate, managed sell-side process, pitched company to buyers in lieu of CEO
- **OPM Co #3:** Joint associate on \$150M TEV carveout. Led market diligence, oversaw modeling and mgmt. team engagement

Portfolio Management Experience (Board Observer)

- **PortCo #1:** Transformed GTM strategy and budgeting process. Coordinated mgmt. to conduct 25% RIF. Re-negotiated interest payment terms with lenders and identified \$10M of timing driven liquidity. Co-led CFO search and onboarded interim CFO
- **PortCo #2:** Led FP&A team during restructuring in lieu of CFO. Rebuilt marketing-to-revenue forecast and covenant compliance

NEIGHBOR STORAGE

Salt Lake City, UT

Worked directly with co-founders of leading peer-to-peer self-storage marketplace to increase average customer lifetime value

Product Strategy (Bain Externship)

2021-2021

- Identified three high value customer segments to position features and pricing, derived from renter interviews and pricing survey
- Built premium renter and host insurance program, generating ~70% higher monthly revenues from participants

BAIN & COMPANY

San Francisco, CA

Senior Associate Consultant

2018-2021

Conducted 10 Private Equity Group (PEG) due diligences and eight strategy cases, primarily in technology. Select additional work:

- **Bain Conflict Identification Overhaul, Internal Entrepreneur:** Built software that was 80% more effective than existing system. Pitched business case to Bain's CIO with \$10M in annual cost savings. Solution implemented globally February 2022
- **Bain HELIX, Co-Founder:** Spearheaded an internal start-up to automate PEG due diligences. Managed 10-person offshore development team to deliver prototype piloted with multiple private equity funds

SMART TOILET VENTURE

San Francisco, CA

Engaged by Chief Customer Officer of Fortune 500 company to define strategy for future venture: health smart toilets

Personal Strategy Advisor

2020-2021

- Recommended product design and go-to-market approach backed by interviews, regulatory, patent, and medical research analysis

ADDITIONAL INFORMATION

- Competitive sailboat racer and U.S. Sailing Level 1 instructor. Volunteer as race committee and coach for sailing clinics
- Eagle Scout and lifelong outdoorsman. Enjoy grilling for crowds, working out, and skiing