

MAX A. FLINCHUM

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate, Major in Operations, Information and Decisions

Philadelphia, PA

2025-2027

- **Awards:** John Patience Endowed Fellowship (for professional, academic, and personal achievement)
- **Membership:** Technology Club, Food Club, PE/VC Club, Travel Basketball Club, Golf Club

NORTHWESTERN UNIVERSITY

Bachelor of Arts with summa cum laude (GPA 4.0/4.0), Major in Economics, Minor in Business

Evanston, IL

2019-2021

- **Awards:** The Frederick S. Deibler Award (#1 undergraduate in Economics)
- **Campus Involvement:** NU Capital Management, Associated Student Government, Northwestern Undergraduate Law Journal (Lead Staff Writer), NU Dance Marathon (Lead Fundraiser)

WABASH COLLEGE

Class Rank 1/203 (GPA 4.0/4.0), Wabash Varsity Basketball (All-Academic Starting Five)

Crawfordsville, IN

2017-2019

EXPERIENCE

PSG EQUITY (~\$6bn Private Equity Fund)

Boston, MA

2023-2025

Associate, Technology Generalist

- Led due diligence (financial, operational, commercial), owned operating and returns model workstreams, and collaborated with external parties to evaluate investments across vertical end markets in software and payment technology
- Managed value-creation plans, valuations, and equity waterfalls for 5 portfolio companies with >\$450M in collective TEV
- Firm Involvement: Supervised PSG involvement in Red Sox Scholars Foundation (assists 375 students), organized packing of 30K+ meals in PSG's The Outreach Program, spearheaded \$50K PSG sponsorship of Italian Home for Children project

Selected Deal Experience:

- **\$350M Acquisition of hospitality platform (final round, Feb 2025):** Led business and market diligence with full operating model build, advocated for embedded payments thesis opportunity to IC, ultimately passing due to valuation expectations
- **\$400M Acquisition of insurance PayTech (final round, Mar 2025):** Collaborated with external experts to evaluate industry and target's strategic positioning; identified negative AMS dynamics such as high disintermediation risk, leading team to pass
- **\$50M Acquisition of e-commerce target (closed, Jan 2025):** Led diligence with management and identified \$5M in cost synergies for transformational add-on acquisition that doubled platform revenue and expanded EMEA sales channels

Selected Portfolio Company Experience:

- **Athos Commerce (product discovery software):** Managed sourcing efforts of 40+ opportunities, executed three add-ons (>\$75M in TEV), maintained equity waterfall, and played key role in recent CEO hire with initial bookings success
- **Xenia (frontline compliance software):** Partnered with founder/CEO of venture-stage asset to lead underwriting for follow-on investment, map product expansion opportunities, and support a strategic shift in target customer profile

BARCLAYS

New York, NY

2021-2023

Analyst, Technology Investment Banking

- Prepared financial diligence analyses, built valuation models, crafted public deal materials, led investor communication, created pitch materials, and presented strategic M&A ideas to win new client business
- Selected as top bucket analyst (out of ~30) and one of three analysts offered fast-track promotion to associate
- Firm Involvement: Co-led recruiting efforts to select ~10 analysts (1,000+ applicants); hosted training for ~40 junior hires; overhauled and managed bi-weekly client-facing industry newsletter cited by Group head for improving client engagement

Selected Deal Experience:

- **\$1B Sale of Redzone Software to QAD/Thoma Bravo (closed, Feb 2023):** Led all communications, financial analyses, marketing materials, and diligence processes for ~30 potential buyers; independently moderated bidder Q&A calls
- **\$100M Minority Sale of Ambiq Micro (closed, Sep 2023):** Prepared investor marketing materials, built detailed operating model, and managed 20+ investor outreach effort after IPO process (delayed until Jul 2025) pivoted to capital raise
- **\$400M Acquisition of PayTech company (final round, Aug 2022):** Managed third-party advisors to expedite diligence within tight final round timeline, built merger/LBO models, and crafted deal strategy and cost synergy Board materials

ADDITIONAL INFORMATION

- **Community:** Social Venture Partners (+\$10K uplift in revenue), Make-A-Wish (arranged Hawaii send-off party)
- **Interests:** Basketball (league organizer), golf (beginner), fitness (cycling, marathon training), BIG10 sports (Indiana, Northwestern), podcasts (Huberman Lab, Acquired, Modern Wisdom, M&A Science)