

## **PROFESSIONAL EXPERIENCE**

### **Nymex Capital -Boutique Investment Firm**

**New York, New York**

*Investment Banking Senior Analyst, M&A Advisory Services*

*September 2014 – Present*

- Focused on transactions in the fresh produce, grains and rice industry in LATAM and North America.
- Prepare detailed financial models in connection to merger and acquisitions, capital raise and leverage buyouts: multiples, comparable company, discounted cash flow, selected transactions, natural exchange ratios, LBO analysis, sum-of-the parts and various forms of credit analyses.
- Develop marketing material including management presentations, confidential memoranda, case studies and industry research reports.
- Selected Transaction Experience
  - **M&A buy-side acquisition of \$3.0 billion + multinational fresh produce company.**
    - Collaborated with the Managing Partners in formulating and analyzing cost savings, productivity efficiencies and LBO strategy for Client Company to create consortium and purchase target company.
    - Performed in depth market research, competitor's analysis and farmeconomics, and valuation to determine potential valuation and returns.
    - Proposed Equity – Debt structure, and potential synergies that could generate 35%+ return.
  - **Reverse Merger for a \$1.2 billion+ commodity trading company with NASDAQ-listed Agritech company.**
    - Worked with Managing Partner to formulate and analyze cost-efficient strategies for Client Company to become a publicly traded company. Proposed reserve merger structure generating 50% cost savings over traditional IPO process.
    - Performed in-depth market research, analysis and valuation of Client Company and Agritech Company to determine the potential synergies and benefits derived from this transaction.
  - **M&A buy-side acquisition of \$1.3Bn multinational consumer goods company.**
    - Built financial valuation models with five-year forecasts for target entity's set of financial statements
    - Conducted target entity valuation by employing comparable company analysis, selected transactions, LBO analysis
  - **M&A sell-side of \$120 M leading Mexican rice, beans and grains company.**
    - Identified potential strategic buyers and financial sponsors to participate in private placement of client's company.
    - Researched potential new markets, bolt on acquisitions, and potential joint venture partners

### **Financiera de Desarrollo Territorial (FINDETER)**

**Bogota, Colombia**

*Trading Analyst*

*August 2013 – August 2014*

- Largest development bank providing regional infrastructure projects with national coverage and more than 400 employees.
- Provided support to the trading desk that was in charge of managing the bank's liquidity, investment portfolio and capital raising; conducted full quantitative analysis and developed opportunities for new investment opportunities and new funding sources.
- Selected Transaction Experience
  - **Inaugural international bond issuance**
    - Coordinated with internal teams involved in Findeter's inaugural international bond issuance. Results led to the launch of a successful \$500mn COP-denominated Notes. (*Latin Finance Local Currency Deal of the Year 2014*)
    - Developed the analysis that preceded the issuance decision outlining capital markets dynamics and conditions, comparison of funding alternatives, and the banks repayment capabilities.
    - Led the bank's participation in the documentation structuring process: Offering Memo, Purchase Agreement, and Indenture.
  - **Fixed income bank portfolio creation**
    - Analyzed fixed income strategies and portfolio viability, in order to create a new line of income for the bank.

*Project Structuring Division Analyst*

*October 2012 – August 2013*

- Designed and led full-scale implementation of new project structuring division; focusing on fundraising and identifying strategies for projects within the national government, local governments and private companies to solve Colombia's infrastructure development backlog.
- Advised on asset allocation based on time and resource considerations; generated returns of 4% over industry average.
- Accolade Achievements
  - Secured 16 new projects (including infrastructure development, renovations, water treatment) for a total of \$15m in over 10 cities.

### **Advance Consultorias (Boutique Investment Bank)**

*May 2012 – October 2012*

*Junior Analyst*

---

## **EDUCATION**

### **Columbia University**

**New York, NY**

- *Advance Business Certificate, December 2015*

### **Centre College**

**Danville, KY**

*B.Sc. Financial Economics, June 2012*

- Major in Financial Economics and Political Science
- Member of Centre Men's Soccer Team & Sigma Chi Fraternity

## **ADDITIONAL INFORMATION**

- Co-founder of Colombian Soccer Foundation – 150 Children
- Fundraiser for Colombian Educational Foundation – 28 Children
- Certified Fixed Income Trader (Colombia), Proficient in Bloomberg and STATA
- Other interests: Colombian Squash Federation Player