

# George Smith

Investment Banker

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## Profile Summary

Dynamic and results-oriented Investment Banker with over 7 years of experience in leading multi-million dollar transactions. Proven ability to maximize financial performance through strategic planning and analytical examination. Demonstrates exceptional skills in deal execution, client relationship management, and mergers and acquisitions.

## Work Experience

### Vice President

Goldman Sachs

1st Jan, 2018 - 30th Sep, 2023

- Led a team of 15 in executing transactions totaling over \$3 billion, achieving an annual growth rate of 15% in deal size.
- Developed comprehensive financial models and valuation analyses that founded major investment decisions and facilitated successful deals.
- Enhanced client satisfaction by 20% through effective stakeholder management and personalized financial advisory.

### Associate

J.P. Morgan

1st Jun, 2016 - 31st Dec, 2017

- Supported senior bankers in strategic planning and execution of mergers and acquisitions worth over \$500 million.
- Conducted exhaustive market research and competitor analysis, contributing to the company's winning bid on several major projects.
- Streamlined due diligence processes, reducing time-to-close by 25%.

## Education

### Harvard Business School

MBA in Finance

1st Sep, 2014 - 31st May, 2016

### University of Chicago

Bachelor of Arts in Economics

1st Sep, 2010 - 31st May, 2014

## Skills

Financial Modeling, Valuation, Mergers & Acquisitions, Client Relationship Management, Strategic Planning

## **Notable Projects**

### **Cross-Border M&A Advisory**

Advised on a \$1 billion cross-border acquisition, leading all stages of transaction from concept to completion, ensuring compliance with regulatory guidelines across multiple jurisdictions.

## **Certifications**

### **Chartered Financial Analyst (CFA)**

Issued by CFA Institute, 1st Jun, 2015

## **Awards**

### **Deal of the Year Award**

Awarded by Global Banking & Finance Review, 15th Sep, 2022