

Eric Austin

Equity Research Associate, Communications Infrastructure

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📍 New York, NY 10016

STRENGTHS

- 🔍 **Research synthesis**
Connected filings, operating data, regulation, and market activity in reports. Senior colleagues trusted concise conclusions during busy coverage cycles.
- 📊 **Model ownership**
Built company and valuation models for telecom and technology work. A senior analyst often turned to these models for fast scenario review.
- ♥ **Clear writing**
Turned complex sector signals into readable company updates. Clients received useful context without extra explanation or clutter.
- 👥 **Stakeholder follow through**
Kept company contacts, analysts, and clients aligned around questions and meetings. Small details rarely lost momentum during active coverage.
- 🕒 **Deadline judgment**
Balanced reports, databases, meetings, and client requests across overlapping cycles. Calm prioritization kept quality steady during urgent work.

SKILLS

Equity research Financial modeling

Valuation Quantitative analysis

Telecommunications Data centers

Tower analysis Company modeling

Research writing MS Excel

MS Word Finance and accounting

Macroeconomics

Regulatory research

Client communication

SUMMARY

Equity research professional with more than four years of combined sell side research and investment banking experience covering telecommunications, **communications infrastructure**, **data centers**, towers, technology, and related capital markets activity. Builds financial models, valuation frameworks, research databases, and quantitative analyses from filings, operating data, market evidence, management commentary, and macroeconomic signals. Writes company and industry reports that connect business performance with regulation, **emerging technology**, market activity, opportunities, and risk. Partners with senior analysts, company contacts, clients, and industry participants through focused communication and dependable follow through. Advanced MS Excel and MS Word capability supports **company modeling**, reporting, source review, and deadline management. Brings sound finance, accounting, economics, business judgment, intellectual curiosity, and clear writing to demanding research workflows.

EXPERIENCE

Equity Research Associate, Communications Infrastructure

Hudson Ridge Research 📅 July 2024 - Present 📍 New York, NY

Supports sell side coverage across telecommunications, towers, data centers, communications software, and related infrastructure. Owns models, valuation work, research databases, reports, client updates, and information flow for senior research leadership and market participants.

- Built telecom and tower models from filings, **operating data**, and **management commentary** for recurring coverage.
- Valued data center companies using company models, market evidence, and scenario analysis for investment reports.
- Created **research databases** that improved source tracking across **communications software** and infrastructure coverage.
- Wrote company updates connecting regulation, macroeconomic signals, emerging technology, and **market activity** for clients.
- Coordinated **company contacts**, industry participants, and senior analysts around meetings, questions, and follow through.
- Prepared client updates that translated operating developments into clear investment relevant conclusions and risks.

Investment Banking Analyst

Eastgate Capital Markets 📅 July 2022 - June 2024 📍 New York, NY

Supported technology and communications transactions through **financial modeling**, valuation, market research, diligence, presentations, and transaction records. Worked with senior bankers and client teams across concurrent deadlines, strengthening public market analysis and **capital markets** judgment.

- Built technology and communications financial models for transaction analysis, valuation discussions, and client presentations.
- Analyzed **market activity**, company performance, and sector trends for senior banker recommendations and diligence materials.
- Prepared **valuation** analyses using comparable companies, transaction evidence, and operating assumptions for client review.
- Maintained transaction records and source files, giving deal teams reliable information during active processes.
- Produced presentations that connected financial results, strategic options, and **emerging technology** themes for management audiences.
- Coordinated diligence requests across client teams, advisors, and internal stakeholders during concurrent transaction deadlines.

PROJECTS

Communications Infrastructure Coverage Database 📅 2025

LANGUAGES

English	Native
Spanish	Intermediate

MY CAREER



- Equity Research Associate, Communications Infrastructure at Hudson Ridge Research (2.2 Years)
- Investment Banking Analyst at Eastgate Capital Markets (1.9 Years)

Built a structured research database linking company filings, operating metrics, valuation inputs, regulatory developments, and market events. Shared findings with research stakeholders through concise updates and source based analysis.

Technology and Communications Valuation Review 📅 2024

Reviewed comparable company data, transaction evidence, operating assumptions, and market signals across technology and communications businesses. Converted findings into practical valuation support for senior decision makers.

LEADERSHIP & AWARDS

- Recognized by senior research leadership for dependable coverage support across telecom, tower, and data center analysis.
- Selected for recurring client update responsibilities after producing clear, timely research on communications infrastructure developments.
- Earned expanded transaction responsibilities through accurate financial models, source review, and consistent deadline performance.

EDUCATION

Bachelor of Science in Economics

Fordham University 🎓 GPA: 4.0 📅 2022 📍 New York, NY

Coursework: Finance, accounting, economics, financial analysis

CERTIFICATIONS

- Bloomberg Market Concepts 📅 2023
- Financial Modeling and Valuation Analyst Coursework 📅 2024

TECHNICAL SKILLS

- **Financial Modeling:** MS Excel, company models, scenario analysis
- **Valuation Analysis:** Comparable companies, transaction analysis, market evidence
- **Equity Research:** Company reports, industry reports, initiation research
- **Market Data:** Bloomberg, operating data, market activity
- **Research Databases:** Source tracking, company data, information flow
- **Accounting Analysis:** Financial statements, accounting, earnings analysis
- **Economic Analysis:** Economics, macroeconomics, sector trends
- **Regulatory Research:** Telecommunications regulation, policy review, risk analysis
- **Office Applications:** MS Excel, MS Word, presentation materials
- **Capital Markets:** Investment banking, public markets, transaction analysis
- **Communications Coverage:** Telecommunications, towers, data centers
- **Technology Research:** Communications software, emerging technology, wireless infrastructure

PROFESSIONAL AFFILIATIONS

- New York Society of Security Analysts participant, connecting with research professionals across public markets and infrastructure.
- Fordham University economics alumni network member, supporting continued exchange around finance, markets, and industry research.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST