

# Sebastian Marshall

Senior Associate, Investment Banking, Energy

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## STRENGTHS

- Analytical Skills**  
Tasks often involved solving intricate problems in financial modeling, earning trust from peers as a reliable resource.
- Client Engagement**  
Embraced needs-focused approaches to strengthen relevant partnerships, actively soliciting feedback during interactions.
- Leadership**  
Mentored evolving talent within teams, motivating others towards excellence in financial analysis and outcomes.
- Time Management**  
Successfully tackled challenging project timelines, asserting priority skills finessed through incremental deadlines.
- Communication**  
Contributing insightful ideas during discussions enhanced relationship-building, valuing all team members' perspectives.

## SKILLS

Financial Modeling

Corporate Finance

Investment Analysis   Excel

Data Analysis

Client Relationship Management

Market Research

Financial Statement Analysis

Transaction Structuring

Advisory Services

Risk Management

Compliance Documentation

Presentations

Business Development

## SUMMARY

Investment banking professional with over 4 years of experience in financial analysis and corporate finance. Skilled in preparing client presentations and complex financial models while mentoring analysts to strengthen team capabilities. Proven ability to manage multiple projects with competing deadlines without compromising quality. Adept at fostering deep client relationships, collaborating across various products, and exploring innovative financial solutions. Energetic and committed to achieving business goals, contributing values aligned with company objectives, and encouraging a high-performance culture that focuses on inclusion.

## EXPERIENCE

### Investment Banking Associate

Capital Finance Group   June 2024 - Present   Houston, TX

Lead role analyzing corporate financial requirements via detailed modeling and strong advisory inputs. Drive collaboration amongst stakeholders to ensure desired outcomes for clients, enhancing overall business success through structured transactional efforts.

- Craft financial models supporting mergers and acquisitions that improve decision-making processes for clients.
- Develop client-facing materials under tight deadlines, contributing capital raises exceeding \$150 million.
- Mentor junior staff, providing training on financial analysis methodology and engagement strategies.
- Foster cross-functional teamwork, enabling effective evaluation of client situations while crafting tailored solutions.
- Perform comprehensive analyses of financial statements, isolating key metrics for high-impact client advisories.
- Support structured deal execution progressively with increased accountability, leading from involvement to lead roles.

### Financial Analyst

Greenfield Advisors   August 2022 - May 2024   Houston, TX

Contributed to financial memoranda and projections in a collaborative environment focused on new client engagement initiatives. Improved internal operational structures through strategic insights and market research for better financial recommendations.

- Assisted in drafting investment documents driving a substantial 30% hike in prospective clientele.
- Performed trend analyses used for credible strategy formation during corporate finance proposals.
- Strengthened existing client relations via regular updates and consultations for significant projects.
- Collaborated on presentation materials, elevating the appeal and clarity of senior-level proposals.
- Effectively prioritized numerous deadlines resulting in consistent project completion within set timelines.
- Joined senior bankers from varied departments on structuring financing mechanisms fueling transaction growth.

### Junior Financial Analyst

Eagle Wealth Management   January 2021 - July 2022   Houston, TX

Gained foundational expertise supporting senior team members in developing financial syndications and constructing exemplary performance reports. Contributed appreciably to team synergies in delivering seamless client interaction and compliance standards.

- Collaborated directly with senior analysts to create accurate financial models, facilitating entry into crucial market segments.
- Engaged in clients' discussions providing necessary data enhancements to foster productive dialogues.

Team Collaboration

Strategic Planning

## LANGUAGES

English Native

Spanish Intermediate

## MY CAREER



- Investment Banking Associate at Capital Finance Group (2.1 Years)
- Financial Analyst at Greenfield Advisors (1.8 Years)
- Junior Financial Analyst at Eagle Wealth Management (1.5 Years)

- Evaluated industry benchmarks leading to improved competitive edges in proposal qualifications.
- Streamlined internal reporting processes gaining recognition within teams for resulting time efficiencies.
- Facilitated adherence to regulatory expectations by maintaining meticulous documentation across functions.
- Developed automated analytical tools utilizing Excel, significantly truncating reporting tasks.

## LEADERSHIP & AWARDS

- Dean's List, University of Houston (2020-2021)
- Best Presentation Award, Finance Student Competition (2021)

## EDUCATION

### Bachelor's Degree in Business Administration

University of Houston 🎓 GPA: 3.7 📅 2021 📍 Houston, TX

**Coursework:** *Financial Analysis, Corporate Finance, Advanced Excel, Investment Strategies*

## CERTIFICATIONS

- FINRA Series 79 License 📅 2026
- Microsoft Excel Certification 📅 2025

## TECHNICAL SKILLS

- **Finance Tools:** Excel, Bloomberg Terminal, Tableau
- **Statistical Analysis:** R, Python, SAS
- **Presentation Software:** PowerPoint, Google Slides, Keynote
- **Relationship Management Systems:** Salesforce, HubSpot, MS Dynamics
- **Corporate Governance:** Dodd-Frank, Sarbanes-Oxley, Basel III
- **Accounting Software:** QuickBooks, NetSuite, FreshBooks
- **Project Management Tools:** Trello, Asana, Monday.com
- **Research Platforms:** Morningstar, Thomson Reuters, FactSet
- **Investment Analytics:** PitchBook, Dealogic, CB Insights
- **Collaboration Tools:** Slack, Microsoft Teams, Zoom

## PROFESSIONAL AFFILIATIONS

- Florida Institute of CPAs Member
- Houston Finance Network Volunteer

## ADDITIONAL INFORMATION

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

## REFERENCES

AVAILABLE ON REQUEST