

# Dawson Barnes

## Vice President, Investment Banking

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### STRENGTHS

- Adaptability**  
Quickly adjusted tactics in fast-paced transactions, adapting under pressure for optimum outcomes.
- Client-Centric Approach**  
Fostered relationships with existing clients, proactively addressing needs in transactions for improved satisfaction.
- Leadership**  
Consistently provided mentorship, guiding junior team members to develop their analytical and advisory skills.
- Strategic Thinking**  
Proactively identified market trends and opportunities, positioning the firm competitively within technology M&A.
- Communication**  
Effectively conveyed complex financial concepts through presentations, gaining executive confidence and facilitating easier decision-making.

### SKILLS

Financial Modeling

Valuation Analysis   M&A Advisory

Client Relationship Management

Transaction Structuring

Leadership   Presentation Skills

Data Analysis   Market Research

Financial Reporting

Risk Assessment

Negotiation Strategies

Due Diligence

Project Management

Enterprise Software Expertise



SaaS Transactions

### SUMMARY

Investment banking professional with over 6 years in M&A advisory focused on technology. Proven success in overseeing complex transactions while mastering financial modeling and valuations for sponsor-backed deals. Adept at leading teams, ensuring high execution standards, and maintaining strong client relations. Management style emphasizes mentorship, enhancing junior staff capabilities within high-pressure environments. Experience includes both sell-side and buy-side processes, demonstrating a capacity for clear communication and effective process management throughout deal lifecycles. Eager to contribute strategic insights and foster growth within TechFin Advisors.

### EXPERIENCE



#### Vice President, Investment Banking

Innovate Capital    March 2024 - Present    San Francisco, CA

Lead execution of technology M&A transactions, focusing on both strategic advisory and profitability. Oversee financial modeling, valuations, and transaction structuring. Manage client communications and maintain diligence oversight throughout processes.

- Directed daily operations for multiple M&A transactions, ensuring rigorous financial and structural integrity.
- Crafted comprehensive transaction materials, including CIMs and pitchbooks, aligning client expectations with investor needs.
- Served as primary liaison between clients and investors, streamlining communication to enhance team efficiency.
- Coordinated legal and accounting due diligence activities, fostering collaboration among advisors for optimal results.
- Mentored and coached junior analysts, building a skilled team committed to high-quality delivery across all project phases.
- Increased overall operational efficiency by implementing structured timelines and accountability measures.



#### Senior Associate, Investment Banking

Quantum Advisors    June 2020 - February 2024    San Francisco, CA

Contributed to execution of M&A transactions and strategic advisory initiatives primarily within software sector. Engaged deeply in financial analyses and client presentations, enhancing outreach efforts.

- Conducted detailed valuation assessments and analyses to support decision-making in various M&A contexts.
- Developed compelling client pitches and coordination strategies that strengthened engagement effectiveness.
- Managed deadlines effectively amidst a high-volume project load, ensuring quality deliverables were met on time.
- Fostered investments through relationship-building with clients, resulting in enhanced business trust and appreciation.
- Prepared structured communication frameworks that simplified complex financial information for presentation purposes.
- Participated in strategic sessions that aligned firm objectives with client needs and market conditions.

#### Analyst, Investment Banking

Vertex Partners    August 2018 - May 2020    San Francisco, CA

Supported senior bankers with market analysis, model creation, and presentation development. Enhanced foundational investment banking skills necessary for client-facing roles.

- Conducted extensive market research and modeling that informed key financial decisions made during transactions.

## LANGUAGES

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English Native

Spanish Proficient

## MY CAREER

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● Vice President, Investment Banking at Innovate Capital (2.3 Years)

● Senior Associate, Investment Banking at Quantum Advisors (3.7 Years)

● Analyst, Investment Banking at Vertex Partners (1.8 Years)

- Assisted in creating pitch materials that showcased detailed competitive insights for client discussions.
- Engaged actively in collaborative environments, providing vital input at team meetings for strategic contributions.
- Streamlined documentation preparations, enabling quicker responses during due diligence proceedings.
- Built essential skills in financial analysis, which led to improved outcomes for client advisory engagements.
- Actively sought feedback from stakeholders to refine technical aspects and delivery methods.

## LEADERSHIP & AWARDS

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- Dean's List, University of California, Berkeley

## EDUCATION

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### Bachelor of Science in Finance

University of California, Berkeley 🎓 GPA: 3.7 📅 2018 📍 Berkeley, CA

**Coursework:** *Financial Analysis, Investment Strategies, Corporate Finance, Market Research*

## CERTIFICATIONS

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- Certified Investment Banking Professional (CIBP) 📅 2021
- Chartered Financial Analyst (CFA) 📅 2025

## TECHNICAL SKILLS

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- **Financial Modeling Tools:** Excel, MATLAB, Python
- **Data Analysis Platforms:** Tableau, Power BI, SQL
- **Valuation Techniques:** Discounted Cash Flow, Comparable Company Analysis, Precedent Transactions
- **Communication Tools:** PowerPoint, Canva, Microsoft Teams
- **Document Management Systems:** Dropbox, Google Drive, DocuSign
- **Client Management Software:** Salesforce, CRM Systems, HubSpot
- **Project Management Tools:** Trello, Asana, JIRA
- **Market Research Databases:** PitchBook, CB Insights, Crunchbase
- **Regulatory Compliance:** FINRA Standards, SEC Guidelines, AML Regulations
- **Financial Reporting Standards:** GAAP, IFRS, AICPA Pronouncements

## PROFESSIONAL AFFILIATIONS

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- Member, Finance Club, UC Berkeley
- Volunteer, Local Non-Profit Financial Literacy Program

## ADDITIONAL INFORMATION

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

## REFERENCES

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AVAILABLE ON REQUEST