Dawson Barnes

(415) 555-0123 dawson.barnes@email.com
linkedin.com/in/dawsonbarnes 123 Market Street, San Francisco, CA 94105

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
March 2024 - Present

Innovate Capital — *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
June 2020 - February 2024

Quantum Advisors — *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
August 2018 - May 2020

Vertex Partners — *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.
- 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

- Dean's List, University of California, Berkeley

EDUCATION

Bachelor of Science in Finance
2018

University of California, Berkeley GPA: 3.7 — *Berkeley, CA*

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

CERTIFICATIONS

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

TECHNICAL SKILLS

- **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

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

PROFESSIONAL AFFILIATIONS

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

LANGUAGES

- English (Native)
- Spanish (Proficient)

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST