



Dawson Barnes

Vice President, Investment Banking

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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.

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

LANGUAGES

English Native

Spanish Proficient

MY CAREER



- 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)

- 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

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

PROFESSIONAL AFFILIATIONS

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

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST