

Joseph H Smith

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PROFESSIONAL EXPERIENCE

Bulge Bracket Bank

Analyst, Capital Markets

NY, NY

June 200X - Present

- Originate, execute, and distribute unsecured debt, preferred stock, and hybrid capital securities for IG clientele in the Financial Institutions, Consumer, Retail, and Health care industries. Distribution channels include both institutional and retail markets.
- Support senior calling officers by analyzing clients' financial statements, quantifying execution alternatives, and preparing detailed presentations for markets, relative values, product recommendations, and credentials.
- Exercise internal compliance and risk management procedures associated with each transaction.
- Conduct due diligence, draft transaction documentation, prepare roadshow materials and create sales point memoranda.
- Interact with syndicate and trading desks to assess viability, pricing of offerings, and formulate distribution strategies.
- Work closely with corporate finance and product partners including syndication, ratings, product development, and debt in preparation of client marketing materials.
- Active deal team member on many transactions to date, raising over \$50 billion in capital.
- Currently manage two junior analysts and lead recruiting efforts for prospective analysts.

Notable Transactions

- **Company A** - \$1 B Dual Tranche Junior Subordinated notes.
- Joint Bookrunning Manager
- **Company B** - \$750 M 5 Year Senior notes.
- Joint Bookrunning Manager
- **Company C** - \$1 B Junior Subordinated notes
- Joint Bookrunning Manager
- **Company D** - \$700 M 10 Year Senior notes.
- Joint Bookrunning Manager

EDUCATION:

State University

Master of Science in Finance: Cumulative GPA 3.75.

June 200X - May 200X

- Curriculum Tracks: Fixed Income, Corporate Finance, Entrepreneurship and International Finance.
- Bulge Bracket Bank 2 Internship - June 200X to August 200X

State University

Bachelor of Science in Business, Concentration: Finance.

August 200X - May 200X

- Major GPA 4.0; Overall GPA 3.8; Magna Cum Laude
- Major GPA 4.0; Overall GPA 3.875; Magna Cum Laude.
- Dean's List (2003-2006)
- Second Place, State University Business Plan Competition.
- Developed and presented a business plan to facilitate student and faculty transportation on campus and throughout the community.
- National Business Honor Fraternity.
- Ranked in the top 10 percent of graduating class.
- Golden Key Honor Society
- National Society of Collegiate Scholars.

ACCREDITATIONS

CFA Level II Candidate