

# Joseph H. Smith

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## WORK EXPERIENCE:

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### **Bulge Bracket Bank:**

*Investment Banking Analyst – Debt Capital Markets*

**June 200X – Present**

New York, NY

Originate, execute, and distribute unsecured debt, preferred stock, and hybrid capital securities for investment grade clients in the Financial Institutions, Consumer, Retail, and Healthcare industries

#### Responsibilities:

- Managed the daily project responsibilities of the group's two junior analysts since July of 200X and lead the Debt Capital Markets recruiting efforts for prospective analysts
- Analyzed client financial statements, quantified execution alternatives, creating offering memoranda and prepared detailed market presentations illustrating market trends and product pricing and structure recommendations
- Interacted with syndicate and trading desks to determine appropriate offering price, and to formulate proper distribution strategies
- Collaborated with corporate finance professionals and product partners including loan syndication, ratings advisory, and loan syndication in preparation of client marketing materials

#### Notable Transaction Experience:

- Contributed to the execution of 90 transactions to date, raising over \$50 billion in capital, and generating more than \$45 million in fees
- Prudential Financial, Inc. – \$1.5 billion dual tranche junior subordinated notes
- NYSE Euronext – \$750 million 5-year senior notes
- American International Group, Inc. – \$1.1 billion junior subordinated notes
- BlackRock, Inc. – \$700 million 10-year senior notes

### **Bulge Bracket Bank 2:**

*Capital Markets Intern*

**June 200X – August 200X**

New York, NY

- Implemented corporate valuation through financial statement analysis and management presentation review
- Performed due diligence, revised transaction documentation and drafted internal committee memoranda

## EDUCATION:

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### **State University:**

*Master of Science in Finance: May 200X*

- **Cumulative GPA: 3.75**
- Curriculum tracks include Fixed Income, Corporate Finance, Entrepreneurship and International Finance

### **State University:**

*Bachelor of Science on Business – Magna Cum Laude: May 200X*

- Major: Finance
- **Major GPA: 4.0**                      • **Cumulative GPA: 3.8**
- Honors: Dean's List, Golden Key Honor Society, National Society of Collegiate Scholars, 2<sup>nd</sup> place State University Business Plan Competition

### **Accreditation:**

- CFA Level II Candidate

## SKILLS AND HOBBIES:

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- **Skills:** Bloomberg, Capital IQ, Dealogic, Deal Maven, Microsoft Office Suite and Reuters
- **Hobbies:** Golf, weightlifting, football, NCAA basketball, trail biking, and squash