

William Joseph Coleman II

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PROFESSIONAL

Virginia Tech, Pamplin College of Business, Finance

Assistant Professor of Practice

Instructor of Finance

Blacksburg, VA

August 2021 – Present

August 2020 – August 2021

- Create curriculum, lectures, assignments, and exams for both Corporate Finance and Financial Modeling in Excel with ~150 student per semester, fostering proficient understanding of Corporate Finance and exceptional Excel modeling skills
- Present investment banking, private equity, and generic career advice to students and investment groups (BASIS and COINS)

Madison Dearborn Partners LLC

Private Equity Associate

Chicago, IL

July 2018 – July 2020

- Sourced and evaluated transactions while managing existing portfolio companies (Ardonagh, BlueCat, and Topps) for PE fund
- Collaborated with management teams and attended Board meetings to set strategy and drive organic and inorganic growth

Selected Transactions:

- *Lloyd's Specialty Insurance Carrier (Financial & Transaction Services Industry) – \$450MM acquisition*
 - Created and presented investment committee materials 6 times (2x standard deal) to educate firm on unexplored business model that required ~\$150MM of additional equity investment during 5-year hold to cover balance sheet CAT risk
 - Developed detailed financial model that demonstrated attainable 30%+ IRR and convinced investment committee to approve
 - Highlighted to deal team difference in seller's reserve construct language, which effectively increased purchase price by ~\$25MM and decreased expected IRR by 500bps, culminating in difficult decision to terminate deal in final negotiations
- *BlueCat (Business & Government Software and Services Industry) – closed dividend recapitalization for undisclosed amount*
 - Analyzed operating model and educated deal team on opportunity to refinance debt and return 25% of MDP's basis
 - Facilitated diligence process with 3 lenders and negotiated 50bp pricing decrease and 40% liquidity covenant decrease

Goldman Sachs & Co. LLC

Investment Banking Division (IBD) Analyst, Global Industrials Group (120-people)

New York, NY

Summer 2015, July 2016 – July 2018

- Provided strategic advice to 30 clients across 5 sectors on M&A and helped clients raise debt or equity capital
- Lead Virginia Tech IBD undergraduate recruiting, fielding 100s of calls and converting 15 interviews, 6 Superdays, and 4 offers

Selected Transactions:

- *Capsugel – Exclusive sell side advisor on KKR's \$5.5Bn sale to Lonza (Closed July 2017)*
 - Collaborated with management to draft pivotal marketing materials including teaser, CIM, and management presentation
 - Managed international diligence process answering 90% of ~1,600 questions, cited as driver in higher premium paid
 - Facilitated site visit with ultimate buyer and management as only Goldman Sachs representative
- *Diversified Industrial Services Company – Exclusive sell side advisor on ~\$2Bn sale or strategic alternative (Discontinued)*
 - Created financial model and evaluated LBO (WholeCo and segment), DCF, segment sale/spin, present value of future share price, sum-of-the-parts, precedent transactions and comparable company analyses
- *Harsco – Lead-left joint bookrunner of \$550MM term loan B and \$400MM revolver (Completed November 2016)*
 - Wrote company overview, industry overview, and credit highlights of CIM and answered 100+ lender questions on business

Logistics Management Institute (LMI)

Consulting Co-op, Maintenance and Readiness Group

McLean, VA

May 2014 – August 2014

- Analyzed corrosion cost for U.S. DoD and determined first reliable estimate of \$20Bn or ~20% of total maintenance cost

EDUCATION

Virginia Polytechnic Institute and State University (Virginia Tech)

B.S. in Business, Major: Finance – In-Major GPA: 3.98/4.00

Blacksburg, VA

May 2016

B.S. in Industrial and Systems Engineering – In-Major GPA: 3.80/4.00; In-Major Rank: 2 of 182

May 2016

- Cumulative GPA: 3.89/4.00; University Honors Program; Dean's List (All semesters)
- Personally financed \$60,000 of my education with employment income and 12 competitive merit-based scholarships (\$32,563)

BASIS (Bond And Securities Investing by Students) – Virginia Tech Endowment (30+ hours per week)

Co-CEO, Corporate Credit Sector Head, Junior Analyst (JA)

April 2014 – May 2016

- Determined strategy for 20 student team managing \$5MM fixed income portfolio within Virginia Tech's Endowment
- Out-performed benchmark index by largest margin (60bps) during fund's 10-year history during year as Co-CEO
- Approved and traded over \$2MM and delivered successful buy and sell presentations for \$100,000 investments
- Managed recruitment (record 110 apps), trained 12 JAs (100% passed), and bolstered intern/full-time recruitment (100% placed)

PERSONAL

- Nonprofit Boards: TFA Chicago-NW Indiana Auxiliary Board, Scholars of Finance Associate Board
- Interests: Education, Psychology, Live Music, Yoga, Texas Hold'em Poker, Golf
- International Travel: France, Czech Republic, Germany, Netherlands, British Virgin Islands