

STUART G. FANELLI

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Senior Financial Management and Business Development Executive with a reputation for driving ROI and stakeholder value in the highly competitive, rapidly changing Investment and eBusiness/Digital Media industries | Continually focus on identifying, qualifying and capturing new opportunities and efficiencies | Deep understanding of the financial and technology tools available for building success | Build and manage teams of up to 30 and budgets up to \$10MM | Inspire groups to rise and contribute to company success.

- Highly skilled at developing financial forecasts and analyses, building financial budgets, generating management reports and leading cross-functional teams.
 - Leverage technology, creative problem solving, strategy, quantitative analysis, and professional network to deliver superior results within organizations where failure is not an option.
 - Innovative, ambitious, personable, assertive, professional; deliver top and bottom-line results by working harder and smarter than peers.
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FINANCIAL & LEADERSHIP EXPERTISE

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|------------------------------------|---------------------------------------|--------------------------------------|
| ▪ Financial Modeling | ▪ Business Development | ▪ Cost/Benefit Analysis |
| ▪ eBusiness | ▪ Sales & Marketing | ▪ Financial Reporting |
| ▪ Social Media Marketing | ▪ Change Management | ▪ Market Analysis |
| ▪ Investment Identification | ▪ Organizational Restructuring | ▪ Venture Capital/Fundraising |
| ▪ Due Diligence | ▪ Strategic Planning | ▪ Capital Structure Analysis |
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PROFESSIONAL EXPERIENCE

XPRESS MEDIA, EAST HANOVER, NJ, 2008 to PRESENT

SaaS platform enabling Small / Mid-sized local businesses to execute online marketing from one location

Vice President, Finance & Business Development

Scope: Executive committee member; Marketing/Operations/Account Management oversight | **Reports:** 40

Recruited by CEO to bring financial and operational expertise to this startup and drive company growth | Define and execute business strategies and plans, implement policies and practices, recruit and develop sales talent, introduce automated processes (including Salesforce.com), set pricing models, oversee fundraising efforts and drive business development and expansion initiatives. | Built 40-member Sales team.

- Doubled monthly revenue by orchestrating the largest co-branded opportunity in company history | Restructured business operations generating 30% revenue growth month over month.
- Negotiated and manage the company's largest partnership deal accounting for 25% of total monthly revenue and growing.
- Raised more than \$7M in seed, bridge and A Round capital.

ZIMMERMAN CAPITAL CORPORATION, CHICAGO, IL, 2004 to 2008

Publicly traded, internally managed Business Development Company

Investment Professional

Performed due diligence, financial modeling and analysis of prospective mezzanine debt and equity investments | Built and secured strong investor support, implemented and executed rigorous business intelligence processes, contributed to quarterly and annual portfolio valuation assessments and fund reports and helped negotiate legal documentation governing various classes of debt and equity securities.

- Identified potential high-value investment opportunities in senior secured term loans, high yield bonds, mezzanine debt and selected equity investments in middle market companies.
- Key player in creating company-tailored capital structures and financing solutions.

Continued...

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PROFESSIONAL EXPERIENCE CONTINUED...

TRIDENT SECURITIES, CHICAGO, IL 2002 TO 2004
\$20B multi-strategy hedge fund and investment bank

Investment Banking, Leveraged Finance Capital Markets

Scope: Investments analysis, strategic advising, business development

Sold highly-complex securities across capital structure, performed credit risk analyses and comprehensive due diligence, influenced new business development and modeled and structured a variety of leveraged loans, high yield bonds, mezzanine debt and liability management transactions for leveraged buyouts, acquisitions and recapitalizations | Built and maintained institutional databases for clients and prospects.

- Recommended leveraged financial strategies that generated the highest ROI while remaining fully aligned with client expectations.

CANTOR SECURITIES, NEW YORK, NY, 2001 TO 2002
Global investment bank | Focused on structured solutions and leveraged finance

Investment Banking Associate, High Yield & Leveraged Finance

Analyzed and evaluated high yield and leveraged loan financing transactions focusing on detailed financial modeling, credit analysis and structuring | Analyzed financial statements, prepared marketing and transaction materials, conducted detailed industry research and provided in-depth due diligence prior to presenting to internal credit committees in New York, London and Paris.

- Executed over \$5B of high yield bond and leveraged loan transactions increasing Cantor's rankings in industry league tables by 75%.

EDUCATION AND TRAINING

Bachelor of Science, Finance

Stern School of Management, New York University, NY

Licensure

Series 7 | Series 63

Dale Carnegie Public Speaking Course

Member, MIU Finance Society