

Jak O'Cathain

NE Ohio / W. PA & West Coast (SF, SoCal, and Portland)

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Corporate Finance | Business Development | Structured Acquisitions | Public Investments | Nonprofits | Emerging Growth

Summary

20-plus years of industrial engineering/finance/accounting, banking (M&A, capital markets, structured finance), investing (small hedge fund-like arrangement; \$20M+ AUM), and nonprofit/board experience

- Willing to relocate: Anywhere (preference for current locations; Texas; Boulder/Denver; etc.)
- Desired Job Types: Full-time | Part-time | Temporary | Contract (*employee, 1099, or service provider*)

Work Experience

Portfolio Manager | Managing Director

Consulting, Investment, and Merchant Banking Kiosk - West Coast; W. PA / NE Ohio

2007 to Present

Operating as an alternative investment and merchant banking kiosk, the company provides corporate finance and development services and maintains an acquisition sponsorship platform. It has also managed public investments using hedge fund partnership-style arrangements.

- Helped form brand identity, install technology infrastructure, and establish business processes
- Public and private market research, investing, and advisory focus on undervalued opportunities, special situations, strategic initiatives such as acquisitions, succession plans, and acquisition analysis
- As portfolio manager of ~\$20M AUM, achieved annualized gross returns in excess of 40% without experiencing a down year over eight years using multiple strategies (long/short; hedges; pairs)
- Diverse responsibilities include business development, valuation and analytics, negotiations, preliminary due diligence, and execution of projects
- Assignments and investments have included real estate, medical devices, beverage ingredients, diversified chemical products and financial services, among other sectors

Founding Board Member

Nonprofit (early stage / start-up) - Washington, DC

2013 to 2015

Board President (last six months)

The nonprofit combines a passion for bicycling with a desire to help underserved and at-risk youth.

- As founding member of the board of directors, helped establish the company's 501(c)(3) regulatory status and refine initial business plans and budgets
- Conducted direct outreach to potential partners and financial supporters including foundations and philanthropic arms of Salesforce.com, Clif Bar, New Belgium Brewery, Park Tools, and others
- Helped recruit and select new board members with focus on legal, marketing, and grant writing

Banker (execution), Investment Banking, Technology

Regional Investment Bank - San Francisco, CA

2005 to 2006

Joined the newly created San Francisco office to execute existing pipeline of transactions, assist with marketing efforts, and train new staff. Focus was technology, particularly software as a service (SaaS).

- Representative engagements include strategic advisory for \$20M medical imaging company; \$172M equity raise for company led by former Apple executives; M&A advisory of vendor management software company; and financial advisory of a Procter & Gamble product line spin-off
- Arranged and coordinated national meetings with venture capital and hedge fund managers
- Solely led meetings with a software client and senior executives (C-level) of a \$400M public company that yielded a purchase offer exceeding client's expectation
- Managed analysts and associates; guided them on dynamic modeling, accounting, and best practices

Banker (execution), Investment Banking, Structured Finance

Global Corporate and Investment Bank - New York, NY

2000 to 2003

My role involved corporate finance, debt capital markets, and sales and trading desk efforts. Team focused on bonds incorporating senior and subordinated debt, and equity-equivalent components. Lead-managed transactions ranged between \$100M and \$400M, and clients included Fortune 100 and closely-held companies.

- Transactions in aviation, financial services, outdoor recreation, real estate, and capital equipment
- Directly interacted with senior management of clients, rating agencies, consultants, and attorneys
- Developed dynamic cash flow models; dedicated secondary contact for institutional investor
- Completed a cross-border, \$190M bond offering for Samsung Electronics

Private Equity Associate (Interim)

Private Equity Firm - Great Lakes, MI

2001 to 2001

The firm consisted of three investment professionals managing its inaugural fund of \$72M during my involvement. The PE firm has since raised over \$1B of equity across four funds and acquired controlling stakes in more than 60 companies.

- Assisted with origination, on-site target evaluations, and modeling/structuring of transactions
- Assignments included buyout of a manufacturer of home décor and private-to-public divestiture analysis of medical device company

Financial Analyst, Business Development

Global Beverage Company - Dallas, TX

1997 to 1999

Addressed financial planning and analysis related to non-carbonated beverages in the Southwest region of USA.

- Managed ten direct reports that included third-party finance and accounting professionals; entailed daily contact by phone and periodic visits to offices throughout the region
- Supported allocation of \$50M capital fund for internal and external growth initiatives

Corporate Credit Analyst

Building Materials Company - Dallas, TX

1995 to 1997

On the finance team of subsidiary of cement and aggregates company. The subsidiary produces steel products made from recycled metals and is known for its innovative management practices.

- Modeled financial statements, examined businesses, and facilitated risk management of customers in southeastern U.S. and of national rebar product line
- Met with controllers and CFOs of key accounts to build and foster positive relationships
- Enhanced working capital management, including \$20M+ territory accounts receivables, achieving days-sales-outstanding (DSO) below corporate target
- Interacted daily with sales and distribution teams and periodically with Treasury office

Engineering & Finance Manager

Sporting Goods Company - Texas

1992 to 1995

Effectively a holding company producing outdoor products such as life vests, apparel, pet accessories, and water sports gear.

Engineering Manager (of a subsidiary)

- Facilitated integration and enhanced synergies of three acquisitions
- Successfully led departments of Engineering, Quality Control, and Cost Accounting; had direct staff of four and indirect reports varying from five to ten professionals
- Maintained standards and requirements of Underwriters Laboratories (UL) and U.S. Coast Guard

Industrial Engineer and Cost Accountant (of a subsidiary)

- Improved and managed integrity of financial and accounting systems (IBM AS 400)
- Mobilized operational and financial turnaround at an acquired company by reducing inventory shrinkage and labor costs due to inefficiencies uncovered through analysis and benchmarking
- Partnered with national marketing manager to improve product design and packaging of pet and outdoor products lines sold into niche and mass market channels
- Attended national trade shows and collaborated with third-party graphic design firms and raw materials vendors to generate ideas to create and improve value of products

Education

MBA in finance and strategy

Private University - Midwest, IN

B.Sc. in pre-engineering and finance

Public University - Northern, OH

Formal investment banking, credit, and financial modeling training program

Private University - Upstate, NY

Certifications

CFA Level II Candidate

Skills

Python (Less than 1 year)	Relationship Management	Start-Ups
Excel	Business Development	Investment & Corporate Banking
Strategic Planning	Mergers & Acquisitions	Manufacturing
Financial Management	Leadership	Software (SaaS)