

GBN Media Equities

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Julia V. Mineeva



## EDUCATION & LICENSURE

**The Wharton School of Business, University of Pennsylvania** – Philadelphia, USA 2005 – 2007  
*Masters of Business Administration (MBA – Finance) with Specialization in Media*

**The University of Samara** – Samara, Russia 1993 – 1997

*B.A. Civil Law (University of Samara)* 1997

*J.D. Civil Law (University of Samara & International Law Institute, Moscow, RF)* 2005

**Musical Conservatory** (Classical Violin) – Samara, Russia 1985 – 1991

**FINRA Licensure:** Series 7, 86, 87 2008 – 2017

**Language Fluency:** English, Russian

## FINANCIAL INDUSTRY EXPERIENCE

**GBN MEDIA EQUITIES** – Executive Vice President – Manhattan, New York 2015 – 2017

- Media Property Development, Marketing and Capital Structuring
- Offshore Global Corporate Broadcasting and News Business Analysis & Financing Strategy

**ARCXEON**<sup>CES</sup> – Executive Vice President – Manhattan, New York 2009 – 2015

- Multi-Asset Class Technology Acquisitions and Offshore Industry Sub-Sector Macro-Research
- Private Equity Deal-Flow, Launch-Phase Capital Source Structuring, Strategic Negotiation Advisory
- Sovereign Wealth Fund Advisory – Specialized in Leadership-Tier Contact Networks

**GABELLI & COMPANY** – Institutional and High Net-Worth Sales – Rye, New York 2008 – 2009

- Specialized in Global HNW Asset Recruitment & Capital Deployment Strategies (NA, EU, RF, CIS)
- Series 7, 86 & 87 Licensed: Multi-Asset Class Expertise (market equity products, private equity, real estate)
- Extensive First-Name Leadership-Tier Relationship 'Book': Political Leaders, Captains of Industry, 'Movers & Shakers'
- Top-Down Institutional Access: Pension Funds, HF / FOF, Endowments/Foundation, Wealth Managers, Asset Allocators
- Targeted-Alignment of Investment Product Options Designed to Maximize Client BD and Revenue Growth
- Bottoms-Up Fundamental Equity Research Analysis Aimed at Enhanced Marketing of Investment Products

**GABELLI & COMPANY** – Equity Research Analyst – Rye, New York 2007 – 2008

- Original, In-Depth Fundamental Equity Analysis: (Luxury, Apparel, Upscale Retail and Beauty Product Sectors)
- Formulated Long-Short Equity Investment Recommendations for Founder (Mario Gabelli) & Portfolio Managers
- Developed Detailed Financial Models on Companies, Competitors and Analyzed Industry Trends
- Personal Interactions with Company CEO's, CFO's and Canvassed Investor & Trade Conferences
- Published SEC-Compliant Research Reports, Daily Internal Firm Leadership Notes, Managed Client Calls

**CAPITAL GROWTH FINANCIAL** – Investment Banking Intern – Manhattan, New York May-June 2006

- Health Care Services Sector Macro-Research and Development of Client Consolidation Strategies
- Performed Sensitivity Analysis on Acquisition Targets and Pro-Forma Merger Models
- Involved in Spearheading \$3.7M Medical Services Sector Merger Deal
- Participated in Closing Phases of \$100M Tri-Corporate Reverse Merger and SPAC Transactions

**MORGAN STANLEY** – Equity Sales & Trading Summer Associate – Manhattan, New York June – August 2006

- Rotated through Hedge Fund Sales, Proprietary Trading and Equity Derivatives Sales Desks
- Pitched Trade Ideas to Sales Force Teams and Screened Stocks for Value Investors

**P&L INVESTMENTS** – Associate Member – Washington D.C. 2002 – 2005

- Marketing Director: Sequoia Presidential Yacht (SPY), a National Landmark and P&L Subsidiary
- Investment Capital Strategist: Generated \$2.5M in SPY Congressional Appropriations and Revenues
- Developed Extensive High-Net Worth (HNW) 'Book' and Global Investor Network
- Designed Team-Driven Marketing Program to Promote Awareness of SPY Among International Dignitaries/Clients

**CAMERON & HORNBOSTEL / De KIEFFER & HORGAN** – International Trade Law – Washington D.C. 1999 – 2002

- Developed Proprietary Database on Offshore US Product Diversion that Attracted a Broader Client Base
- Crafted Winning Case Strategies with 90% Success Rate / Researched & Prepared Legal Petitions and Briefs
- Updated Latest Edition of "Immigration Basics for The Virginia Lawyer", a Legal Professional Resource

**SCIENCE APPLICATIONS INTERNATIONAL CORPORATION** – Research Intern – Washington D.C. 1998

- Authored 'Special Brief': "Legislative Dynamics of U.S. Financial Assistance to Russia"

## INTERNATIONAL BROADCAST TELEVISION & RADIO

- SOLARIS FILMS (Executive Producer)** – France, Switzerland, Canada 2016 – 2017
- EGBN / TTM-TV1 Genesis Broadcasting & Transterra Media TV** – New York, Paris 2009 – 2017
- *International Television Commentator and Executive Broadcast Producer:* [www.genesis-gbn.com](http://www.genesis-gbn.com) / [www.egbn.ch](http://www.egbn.ch)
  - *Senior Contributor to Numerous English and Russian Language Broadcast TV & Radio Networks*
  - *Exclusive Interviews of World Newsmakers, Media and Fashion Celebrities, and Contemporary Historical Figures*
- WVBF (Massachusetts) / TNS (Washington DC)** – New York Correspondent 2011 – 2015
- Salem News Network & National Syndicated Radio** – Washington DC and New York 2004 – 2010
- *Reporter Specialized in Covering Media Celebrities, Motion Picture / Entertainment Sector, Diplomatic/UN Events*
  - *Schiffer Report / Laurie Roth Show – Syndicated Talk-Radio Co-Anchor / Commentator (60 Stations Nationwide)*
- Fox Network News** – Washington DC 2003
- *Geopolitical and National Security Commentator – The Second Iraq Conflict*
- NTV International (RTVi International Today)** – Washington DC 2001 – 2002
- *Freelance Correspondent for Leading Russian International TV Network: Specializing in Groundbreaking Stories*
  - *1<sup>st</sup> non-US TV Reporter at Pentagon 9/11: Subsequent coverage of victims' families & Anthrax Attacks*
  - *News-Breaking Interviews: Gorbachev, Zhirinovsky, Yavlinsky, Khasbulatov, Mem. of Congress, US Govt. Leaders*
  - *Celebrity Interviews: HRH Princess of Jordan, Larry King, Michael Bloomberg, George Soros, Bill Clinton, G. Bush, Paul McCartney, Muhammad Ali, AOL Founder James Kinsey, Placido Domingo, and others*
- British Broadcasting Corporation, BBC Radio, Central Asia Service** – Washington DC 2000 – 2001
- *International Freelance Correspondent: Historic Exclusive Interview with Chechen President Maskhadov*
  - *Political Dynamics in Caucasus & Central Asia, Chechen Conflict, Broke International Story on Viagra Release*
- CNN and CBN – News Bureau Production and Scriptwriting/ Editing** – Washington DC 1997 – 1998

## RECENT BROADCAST LINKS

- [www.genesis-gbn.com](http://www.genesis-gbn.com) / [www.egbn.ch](http://www.egbn.ch)
- [https://www.youtube.com/watch?v=06QXYcK\\_dfY](https://www.youtube.com/watch?v=06QXYcK_dfY)
- <http://www.youtube.com/watch?v=j0fNBg1YnpE>
- [http://www.youtube.com/watch?v=iBkNwJ\\_hgXw](http://www.youtube.com/watch?v=iBkNwJ_hgXw)
- <http://www.youtube.com/watch?v=bsmNIQAIVVU>
- <http://www.transterramedia.com/media/55>
- TV Broadcast Video Profile Websites (TTM-TV1 & EGBN -- Paris)
- Interview of Former Russian Dep PM Boris Nemtsov – November 17, 2010
- Revenge Fashion TV Magazine – Celebrity Profile
- Historic RTVi Broadcast on 9/11 Pentagon Attack
- RTVi Broadcast on Russian Religious Event
- Documentary – World Russian Forum (Washington DC)

## DOCUMENTARY FILM PRODUCER & PRINT JOURNALISM

- Washington Post** – “In Afghanistan: A Russia Ready to Assist” - Washington DC Oct 1, 2001
- *Ghost-Authored Key Article Submitted by Former Russian Deputy Prime Minister Boris Nemtsov*
- World Russian Forum** – (premier annual gathering of US & Russian Leaders) - Washington DC 2002
- *Cinema Documentarian: Historic Event in US-Russian Relations – Interviews with Key World & US Leaders*
- WSO, Free Congress Foundation, & Public Access TV** – WDC & Minneapolis, MN
- *Producer of Promotional Documentary Footage for Washington Symphony Orchestra* 2002 – 2003
  - *Producer & Journalist for “Possibilities”: Native Language Program on US/RF Relations for Russian TV* 1999
  - *Filmed Congressional Debates and Interviewed Major Political Candidates* 1996

## PERFORMING ARTS: DANCE, THEATER and CINEMA

- Independent Motion Picture Productions** – Russia 1993 – 1996
- *“Shadows of the Storm” & “Evening Star” – Featured Supporting Actress and Executive Production Assistant*
- Modern Dance & Classical Violin** – Univ. of Samara, Russia & Gustavus Adolphus College, MN 1994 – 1998
- *Directed & Acted as Founder of Samara University Experimental Theater and Contemporary Dance Troupe*
  - *Violinist: University of Samara Orchestra and Gustavus Adolphus University Symphony*
  - *North America: Stage and Media Performances in Freestyle Solo Dance*
- Major Studio Motion Picture Acting, Direction & Production Experience** 2009 – 2017
- *Roger Simon Acting School: Cinema Acting Seminar*
  - *“Men in Black III” [Columbia Pictures] and “Pan-Am” [ABC TV]: Background Roles*
  - *“The Genesis Project” [AXBN Productions]: Lead Star Role: A&E pre-Pilot Submission*
  - *“Gorbachev -- Renaissance” [Solaris Films]: Producer-Director (in pre-production)*