

JIM SMITH, MBA

Address

day • eve • e-mail

FINANCIAL BUSINESS DEVELOPMENT PROFESSIONAL

Accomplished financial executive with more than 15 years of experience, including 10 years of investing equity in large, complex financial transactions for a multinational corporation. Diversified background including practical experience in accounting, finance, investment analysis, deal structuring and document negotiations.

Career highlights include:

- Underwritten over \$400M in various leveraged and non-leveraged investment and non-investment grade transactions across multiple industry sectors. (Deal Sheet Available)
- Participated in a unique structured financing combining the tax advantaged leverage leasing product and the Asset Backed Securitization market which was featured in a trade publication.
- Consistently achieved new business volume targets within prescribed pricing and credit quality parameters.
- Presented in-depth analysis on the Japanese leasing market to the Board of Directors of Philip Morris Capital Corporation.

Demonstrated skill set in sourcing, structuring, negotiating and closing complex financial transactions and establishing relationships within the investment banking and legal communities.

PROFESSIONAL EXPERIENCE

Company Name, Location

2007 - present

Brief Description of company

Director, Structured Finance/Compliance

Lead the underwriting and financial due diligence process including accounting, tax, treasury, valuation and financial control disciplines culminating in the negotiation and execution of closing transactions.

- Prepared and presented proposed deals to credit committee for approval.
- Demonstrated credit analysis skills including understanding of financial concepts such as NOI, ROI, NPV, cash flow modeling and capital markets.
- Provided active coaching and mentoring to associates on credit analysis, documentation, negotiation techniques and relationship management skills.
- Established commercial relationships with bankers, lawyers, investors and advisors.
- Planned, documented, implemented and tested the effectiveness of internal controls as required under Section 404 of the Sarbanes-Oxley Act.

Company Name, Location **2005 - 2007**
Org. description

Portfolio Review Administrator

- Evaluated and rated the credit worthiness of a \$500M portfolio of commercial finance and asset-based lending transactions.
- Responsible for the early detection of non-performing assets.

Company Name, Location **2002 - 2005**
Org. Description

Senior Internal Auditor

- Supervised limited scope and operational audits on various domestic and international subsidiaries.
- Conducted due diligence on prospective corporate acquisitions, including performing business and product line analyses.
- Managed an international audit team on a three-month assignment in Germany to perform operational audits of a corporate subsidiary.

Company Name, Location **1999 - 2002**
Org. Description

Senior Accountant

- Planned, coordinated, and supervised the execution of audit engagements for a variety of public and private clients.
- Directed and performed the review of issuers and custodians of Government National Mortgage Association Securities for the Northeastern United States.

EDUCATION

University, Location **2008**
 M.B.A., Finance
 Honour Society Graduate

University, Location **1996**
 B.B.A., Accounting

COMMUNITY INVOLVEMENT

Director – Certified Management Accountants of Manitoba **2008 – present**
 Board Member – Winnipeg Harvest **2004 - 2009**
 Treasurer – ABC Daycare **2002 - 2007**