

AG

Ashley Garcia

Investment Banking

CONTACT INFORMATION



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San Francisco, CA 12345

EDUCATION

- **MBA, Finance and Healthcare Management, The Wharton School, University of Pennsylvania, 2022**
- **BS, Finance, minor in Biology, New York University Stern School of Business, 2017, magna cum laude**
- **Series 79 and Series 63, FINRA**

KEY SKILLS

- Healthcare M&A execution (biotech, medtech, provider services)
- Cross-border sell-side and buy-side processes
- Merger models and accretion/dilution analysis
- LBO modeling and sponsor coverage
- DCF, trading comps, and precedent transactions
- Equity capital markets (IPOs, follow-ons, PIPEs)
- Fairness opinions and board materials
- Management presentations and CIM drafting
- Due diligence coordination and VDR management
- Analyst mentorship and modeling training

ABOUT ME

Post-MBA Associate in Healthcare Investment Banking with 4 years of pre-MBA Analyst experience plus 2 years post-MBA. Closed 11 transactions across biotech, medtech, and provider services, with a focus on cross-border M&A and follow-on equity offerings.

PROFESSIONAL EXPERIENCE

ASSOCIATE, HEALTHCARE INVESTMENT BANKING | CRESTLINE MERCER SECURITIES, SAN FRANCISCO, CA
2022 - PRESENT

- Ran day-to-day execution on 7 closed deals including a \$1.1B cross-border sale of a medtech business to a European strategic.
- Managed working group across 4 advisors and 9 management team members on a follow-on equity raise for a clinical-stage biotech.
- Owned merger model and accretion/dilution analysis presented to the Board on a \$480M public-to-private transaction.
- Trained 5 incoming analysts on group modeling standards and authored the updated healthcare LBO template.
- Acted as primary client touchpoint for 3 sponsor-backed portfolio companies on quarterly strategic reviews.

INVESTMENT BANKING ANALYST, HEALTHCARE | CRESTLINE MERCER SECURITIES, NEW YORK, NY
2017 - 2021

- Worked on 18 announced transactions across the 4-year program, including 6 IPOs and 3 sell-side M&A processes.
- Built and maintained the group's biotech precedent transactions database covering 200+ deals back to 2010.
- Earned third-year direct promote to senior analyst and stayed an extra year before MBA.

MBA SUMMER ASSOCIATE, HEALTHCARE IB | CRESTLINE MERCER SECURITIES, SAN FRANCISCO, CA
SUMMER 2021

- Returned to the firm post-MBA after summer in the West Coast healthcare group.
- Led the modeling workstream on a \$220M PIPE for a commercial-stage device company.
- Received top return offer rating in the SF associate class.

- FactSet, CapIQ, Bloomberg, PitchBook
- Advanced Excel and PowerPoint