



Susan Moore

Investment Banking

Vice President in Consumer & Retail Investment Banking with 9 years of execution experience and a growing book of sponsor and founder-led clients. Closed 28 transactions totaling \$7.8B in enterprise value, with a focus on consumer brands, restaurants, and specialty retail.

CONTACT INFORMATION



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KEY SKILLS

- Sell-side and buy-side M&A execution
- LBO modeling and returns analysis
- DCF, comparable companies, and precedent transactions valuation
- Consumer and retail sector coverage
- Sponsor coverage and relationship management
- Pitch development and CIM drafting
- Management presentation and roadshow preparation
- Due diligence coordination across legal, tax, and QofE workstreams
- Deal staffing and junior banker development
- Fairness opinions and board-level advisory
- Capital structure and recapitalization strategy
- FactSet, CapIQ, and PitchBook

PROFESSIONAL EXPERIENCE

Vice President, Consumer & Retail M&A | Ashford Quinn Advisors, Chicago, IL

2021 - Present

- Lead day-to-day execution on sell-side, buy-side, and recap mandates ranging from \$150M to \$1.6B in transaction value.
- Sourced and co-led a \$310M sell-side for a DTC apparel brand, the firm's largest founder-led consumer mandate of 2023.
- Manage staffing and review for a team of 3 associates and 7 analysts across 6 to 9 live mandates at any time.
- Built consumer sponsor coverage relationships with 18 middle-market PE firms, generating \$4M in fees from repeat mandates over two years.
- Present quarterly market updates and deal pipeline reviews to the group head and divisional CFO.

Associate, Consumer Investment Banking | Bayard Holt & Partners, New York, NY

2017 - 2021

- Executed 14 closed transactions including 4 IPOs, 6 sell-sides, and a \$720M strategic combination of two omnichannel retailers.
- Coordinated cross-border diligence on a \$290M acquisition of a UK personal care company by a US strategic.
- Promoted to senior associate in three years, ahead of the standard four-year track.

Investment Banking Analyst | Bayard Holt & Partners, New York, NY

2015 - 2017

- Two-year analyst stint in the Consumer & Retail group; placed in the top quartile of the analyst class both years.
- Built operating models and worked on the group's first major restaurant franchise LBO.
- Selected for the firm's Analyst-to-Associate direct promote program.

EDUCATION

MBA, Finance and Strategy, University of Chicago Booth School of Business, 2021

BS, Finance, cum laude, Indiana University Kelley School of Business, 2015
Series 79 and Series 63, FINRA