ALEXANDER VALTSEV

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Dynamic, engaging, and enterprising Russian-Canadian professional with international experience, educated at a top North American university, with background in corporate finance, accounting, and equity research seeks new career opportunities in the financial industry.

PROFESSIONAL EXPERIENCE

Sep 2014 – Present **Associate** at **Nisa Capital** Moscow, Russia

- Working directly with partners in the pitching and execution of M&A mandates and capital raising projects
- Building relationships with major buy-side and sell-side institutions, expanding network with strategic players
- Managing the junior colleagues, recruiting new team members
- Evaluating risk and success probabilities for new undertakings in the SMEs market

Selected Transactions:

- Advising management of a medium-sized non-ferrous castings producer on a **$40M** capital raising project. Worked on the following scenarios (completed):
  - Sale of a 75% equity stake to private equity firms with like portfolio companies and to strategic players
  - A leasing and a leaseback deal to fund planned CAPEX and WC expansion and refinance existing debt load:
    - Structured a deal to save company from restructuring/insolvency (this scenario succeeded)
- Structuring the sale of a **$40M** minority stake in a medium-sized **packaging manufacturer**. Analyzed and proposed **3 different options** (in progress):
  - Sale to private equity firms
  - Management buy-out financed by a bank syndicate
  - Sale to a strategic buyer in concert with an international investment bank
- Coordinated a leaseback deal for a **sturgeon farm** in late construction stage (in progress)
- Facilitated capital raising efforts for an **agriculture project** involving multiple participants (in progress)

May 2013 – April 2014 **Equity Research Associate** at **Seeking Alpha** Toronto, Canada

- Covered global equities across **O&G**, **TMT**, and **Industrials** sectors issuing sentiments on various-sized companies
- Communicated with fund managers and executives to get company and product insight to shape investment opinions
- Utilized financial modeling and valuation methodologies to calculate intrinsic value (DCF, Sum-of-parts, NAV)
- **30%** of "BUY" recommendations delivered superior returns over the broader index in the past twelve months
  - Active coverage BUY portfolios returned 5% atop of S&P 500 during the same time period

Jan 2012 – Nov 2012 **Financial Analyst** at **First Reliance REIT** Toronto, Canada

- Assisted **capital raising** efforts and early development of a real estate fund while working alongside the fund's CEO
- Held negotiations with other real estate funds' executive officers on the subject of **spin-offs** and other strategies
- Participated in the creation of an **Investment Policy Statement**: assessed risks and expected returns to the fund
- Analyzed future cash flows and performed **due diligence** on mid-market property deals ranging from $5M to$10
- Used a **custom-made** model including interest rates, accounting standards, tax considerations, asset utilization levels, sensitivities, and other assumptions to evaluate potential investment targets in Greater Toronto Area

EDUCATIONAL BACKGROUND

2010 – 2014 **Bachelor of Commerce** (BCom) at the **University of Toronto** Toronto, Canada

- **Finance** Specialization; strong knowledge of Accounting (**IFRS**, **GAAP**, Financial Management)
- Member of the **Alpha Delta Phi** society; Scored **Top-5%** in 2012 Bloomberg Assessment Test at Rotman

2014 – Present **CFA Institute:** June 2016 **Level II** Candidate:

- Passed **Level I** in June 2014 in Toronto (**first attempt**)

EXTRACURRICULAR ACTIVITIES

Jun 2014 – **Managing Editor of Societe Financiers Magazine**

- Founder and Managing Editor of an online periodical with 5000+ copies in circulation. The magazine contains a variety of material with topics on personal and corporate finance, case-studying, lifestyle, and articles in English

SKILLS

Languages: Bilingual in English and Russian; elementary German and Spanish
Software: Bloomberg Terminal, **Capital IQ**, Advanced **MS Office**, Argus (DCF), SAS, Photoshop, accounting software
Key Qualities: Strong quantitative, analytical, and technical skills (LBO, FTE, DCF, etc.); excellent interpersonal and presentation skills