

BARBARA S. MCFELL, MBA

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408.258.4630 ▪ barbarasmcfell@gmail.com

FINANCE / INVESTMENT BANKING ASSOCIATE

FINANCIAL ANALYSIS ▪ PE & VC BUSINESS DEVELOPMENT ▪ FINANCIAL MODELING

Unparalleled drive, determination, and focus to achieve productivity and revenue goals.

Dedicated, results-driven research analyst and recent MBA graduate with nearly 10 years of success providing transaction and revenue-growth support to business partners. Hands-on experience involved research, deal review, financial analysis, trend evaluation, and project management. Adept at liaising, consulting, and negotiating with entrepreneurs and business owners on financial, staffing, investment, and marketing needs.

CORE QUALIFICATIONS

- Skilled in researching diverse industries for potential investments, forecasting financial projections for fair enterprise value, and recommending levels of equity investment.
- For a venture capitalist, provided research in evaluating the market position and financial situation of a gaming company and determined an acceptable ratio of equity investment.
- Applied skills and knowledge gained from MBA courses in Mergers & Acquisitions, Futures & Options Theory, Investments, International Finance, Financial Strategy, Accounting, Statistics, Managing New & Growing Ventures, Management Strategy, and Entrepreneurial Finance.
- Led graduate students in projects ranging from M&A transactions (business plan, acquisition plan, and detailed financial analysis) to business-development strategies for entrepreneurial companies, and financial analyses and recommendations based on restructurings, LBOs, joint ventures, debt offerings, and divestitures.

KEY AREAS OF EXPERTISE

Transaction Management
Research & Due Diligence
Merger & Acquisition Analysis
Business Presentations

Data Management & Interpretation
Detailed Quantitative Analysis
Strategic Planning & Execution
Documentation Drafting

Client & Banking Relations
Team Leadership & Motivation
New Business Development
Complex Valuation Metrics

EDUCATION

SCOTTSDAM UNIVERSITY, San Francisco, CA

Master of Business Administration (MBA), June 2011

Majors: Finance & Entrepreneurship ▪ 3.90 Overall GPA

Hover Investment Banking Competition, 2012

STATE COLLEGE, Reno, NV

Bachelor of Arts (BA), June 2000

Majors: Economics & Political Science

Candidate for CFA Level 1, June 2013

PROFESSIONAL EXPERIENCE

TAYLOR CORPORATION, San Francisco, CA

Summer 2011

\$200M international, venture-backed enterprise software company, with 200+ employees in Boston, San Francisco, and Germany, specializing in ediscovery, search, and document-management software.

PROJECT MANAGER (INTERN)

Coordinated the efforts of up to three software engineers in a software-development project to determine the feasibility of a potential ediscovery upgrade. Led team in developing, testing, and enhancing the potential upgrade.

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- **Customer Relations:** Liaised with clients to garner an understanding of their unique systems and to determine their technological needs, desires, and capabilities.
- **Market Research:** Collaborated with sales in reviewing current market offerings, analyzing Recommind's relative market position, and evaluating the functionality and differences of competitors' product offerings to determine the upgrade's viability.
- **Project Oversight:** Developed and presented findings to the co-founder and head of marketing regarding customer response on similar Lexis product. Recommind decided to partner with Lexis.

HENLEY, STIPE & FOSTER, LLP, Fresno, CA

2005 to 2011

Global corporate law firm, applying a business perspective to clients' needs.

CORPORATE TRUST PRACTICE GROUP PARALEGAL

Functioned as mid-level associate providing high-level support for three partners, including the managing partner. Handled all daily aspects of transactions, prioritizing and adjusting work for deals that were closing or in a time crunch. Drafted, reviewed, and edited transaction documents as well as corporate and tax opinions. Coordinated with secretary of state offices to obtain up-to-date company/client information. Actively liaised and engaged with other parties' counsel to finalize transactions.

- **Transaction Accomplishments:** Involved in 3–5 asset-backed security, mortgage-backed security, and collateralized debt-obligation transactions per month, with transactions ranging from \$2–3M to upwards of \$100M. Facilitated 15–20 unit investment trust and 10–15 municipal bond transactions per month.
- **Online Research:** Used Edgar/SEC website to research previous business transactions and to review previous client filings, specifically 10-K and 8-K filings.

TRUMAN DAILY, LLP, Elko, NV

2004 to 2005

Global legal services firm, advising clients across the Americas, Asia, and Europe.

STRUCTURED & SECURED FINANCE DIVISION PARALEGAL

Drafted, edited, and revised main transaction documents, including prospectus, PPM, and loan and lease agreements. Created and registered shelf companies with the SEC and filed relevant paperwork.

- **Transaction Accomplishments:** Assisted in 2–5 structured financial transactions per month with the transaction value typically being upwards of \$200M.
- **Work Accomplishments:** Prioritized frequently urgent transactions, managing pressure through a positive, yet balanced, attitude, and by staying grounded and focused. Routinely worked 48–72 straight hours when closings approached and to resolve multiple daily emergencies.

GRANT STAFFING, INC., Las Vegas, NV

2002 to 2004

World's first and largest specialized staffing firm.

ACCOUNT EXECUTIVE

Developed new temporary work opportunities for all levels of legal personnel, including attorneys, paralegals, and legal secretaries. Negotiated contracts, recruited and interviewed 20–30 prospective temporary-employment candidates weekly, and marketed services through more than 500 phone calls and 15 client visits per week.

TEMPO & MCKETTLY, LLP, Las Vega, NV

1999 to 2001

Global corporate law firm advising many of the world's leading corporations, financial institutions, and governments.

INTERNATIONAL LEVERAGED LEASING DIVISION PARALEGAL

Participated in 2–4 international leveraged lease transactions per month, with the value of the deal ranging from \$200M–\$1B+.

PROFESSIONAL AFFILIATIONS, SKILLS & SPECIAL INTERESTS

Member: Scottsdam University Entrepreneurship Society ~ Turnaround Management Association (TMA) of Southern California ~ Scottsdam Alumni Association ~ Scottsdam MBA Alumni Association

Proficiency: MS Office and Outlook; SharePoint; Windows XP, Vista, and 7; social media; and internet research

Ironman Triathlon: Focus on competing in the World Championships (Ontario, 2009 ▪ Denver, 2008 ▪ Tucson, 2007 ▪ Minneapolis, 2006 ▪ New York, 2005)