

Alexander Verbitski



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London, UK

OBJECTIVE

Corporate development and financial strategy leader adept at investor relations with expert technical acumen. Formerly Vice President of Investment Banking at Goldman Sachs and Associate Principal at McKinsey & Company with a Harvard MBA. Seeking a C-suite position.

SKILLS

Harvard MBA

Investment Banking Leadership

Chief Financial Officer

Analytical & Financial Modeling

Corporate Strategy

Mergers & Acquisitions

Corporate Development

Financing - Equity Capital Markets

Venture Capital Investments

EXPERIENCE

SVP CORPORATE DEVELOPMENT AND STRATEGY, London, UK

Tripledote Studios (A Top Growing Mobile Gaming Company) September 2021-Present

- Developed M&A strategy alongside CEO/COO
- Led public to private takeover for 2 listed targets, including tender offer strategy and financing
- Acquisition of Live Play Mobile, 24/7 live steaming bingo app with HQ in Los Angeles
- Acquire TouchTen studio in Indonesia
- Multiple term sheets issued to potential targets

ASSOCIATE PRINCIPAL, London, UK

McKinsey & Company April 2020-September 2021

- Led transformation programs focusing on capital allocation, financial planning, and investor communications, including:
- Reviewed growth strategy for PE-owned SaaS B2B provider - c. 50% increase in top-line growth
- Reviewed digital transformation potential for publicly listed Western European telecom operator. Run-rate savings of \$200+M
- Developed framework to enhance effectiveness of c. £2B capital program for PE owned water utility

REGIONAL CFO, London, UK

WeWork September 2017-April 2020

- Supervised pricing, margins and other P&L KPIs – worked with functional heads and GMs to deliver \$1.2B run-rate revenues with 2x YoY growth
- Managed capital allocation (payback, NPV) – gross capex of \$800M per annum, marketing investments
- Built and recruited EMEA Finance team – 50+ interviews, 12 successful hires

HEAD OF STRATEGY AND CORPORATE DEVELOPMENT FOR EME, London, UK

- Evaluated and led numerous acquisition/investment processes
- Acquisition and integration of LTB (major General Contractor supplier) – first EMEA deal for WeWork

CONSULTANT, London, UK

January 2016-July 2017

- Google consultant in business development and partnerships
- Entrepreneurial consultant and co-founder of multi-family office for ultra-high net worth individuals
- Consulted for Kora Hedge Fund on numerous public companies

VICE PRESIDENT - INVESTMENT BANKING DIVISION, London, UK

Goldman Sachs January 2009-January 2016

M&A – EMEA

- Led multiple transactions directing internal teams and external advisors (ie: legal advisers, big 4) in preparation and execution of sale processes, IPOs, and buy-side assignments
- Defense of SAB Miller vs unsolicited bid (2014-2015)
- Led sale (dual track) of United Biscuits to Yildiz Group for £2.1B (announced Nov 2014)
- Led sale of a leading online luxury company mytheresa.com to Neiman Marcus for \$200M (announced Oct 2014)
- Led sale (dual track) to Diageo of Mey İçki for c. \$2.1B (announced Feb 2011)

Financing - Equity Capital Markets (1-year Mobility Program)

- Executed ABO trades from development of pitch materials to briefing of sales force. Several block trades, including accelerated bookbuild offerings of Yandex (\$600M in Mar 2013 and \$100M in Dec 2012)
- Prepared \$1.7B Megafon IPO Nov 2012.

EDUCATION

MASTERS IN BUSINESS ADMINISTRATION, Boston, MA

Harvard Business School 2007-2009

BACHELORS IN COMPUTER SCIENCE, Odesa, Ukraine

Odesa National University 1999-2003

INTERESTS

Superhost on AirB&B

Tennis and Cycling enthusiast