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EXPERIENCE

SWANHILL CAPITAL LLC (*www.swanhillcapital.com*) Jersey City, NJ
Managing Partner, Healthcare Venture Capital & Private Equity Firm (2007-present)

Criteria for (i) early stage health tech ventures includes monthly recurring, non-pilot commercial revenue and a unique clinical and/or business value proposition to customers such revenue enhancement and/or cost mitigation, and for (ii) mature healthcare services companies includes strong customer and/or contractual relationships with a proven track record of generating stable revenue and cash flow

NEW YORK UNIVERSITY, LEONARD N. STERN SCHOOL OF BUSINESS New York, NY
Assistant Adjunct Professor of Finance and Accounting (2008-present)
Courses include Financial Modeling and Analysis, Financial Statement Modeling and Principles of Financial Accounting

THE CIT GROUP INC. New York, NY
Vice President - Underwriting & Origination, Commercial Credit (2006-2007)

Provided asset-based and cash flow loans to small-cap U.S.-based companies

- Role: Developed relationships with financial sponsors, hedge funds, investment banks, advisors, and accountants in the tri-state area as an originator. Conducted due diligence with management, developed financial models including sensitivity and return analyses, drafted credit write-ups, and structured and negotiated senior secured loans as an underwriter
- Accomplishments: Introduced over 10 transactions to the credit committee with one closing for approximately \$15 million as an originator. Closed two transactions for over \$20 million of volume (including the aforementioned transaction) as an underwriter

GENERAL ELECTRIC CAPITAL CORPORATION Stamford & Norwalk, CT
Vice President - Origination, GE Energy Financial Services (2004-2006)

Provided asset-based and cash flow loans to small-cap U.S.-based energy companies

- Role: Developed and maintained relationships with energy companies in the Northeast U.S. as well as with other GE Capital divisions, which worked with energy companies and/or companies with energy-related assets and equipment
- Accomplishments: Introduced over 20 transactions to the credit committee with over 10 closings for approximately \$20 million of volume

Assistant Vice President - Origination, GE Commercial and Industrial Finance (2003-2004)

Provided asset-based, cash flow and subordinated debt loans to U.S.-based middle market companies

- Role: Drafted credit write-ups and developed financial models including sensitivity and investment return analyses for transactions
- Accomplishments: Team closed 9 transactions for approximately \$350 million of volume

FLEET SECURITIES, INC. New York, NY
Associate - Investment Banking, High Yield & Private Placements Group (2000-2003)

Provided high yield bond and subordinated debt underwriting and private placements for U.S.-based middle market companies

- Role: Developed financial models including sensitivity and investment return analyses, drafted offering memoranda, road show materials and rating agency presentations, conducted due diligence with management in preparation of the offering, analyzed comparable company and transaction data to develop appropriate pricing and transaction structure, created external and internal marketing materials, assisted in the management of two of Fleet's mezzanine investments, and drafted internal underwriting and amendment memoranda for credit committee approval
- Accomplishments: Team closed 6 lead or co-lead transactions for over \$550 million of volume as well as numerous co-book running transactions for over \$1 billion of volume

EDUCATION

NEW YORK UNIVERSITY, LEONARD N. STERN SCHOOL OF BUSINESS

New York, NY

MBA in Finance and Accounting, May 2000

- Deutsche Bank Securities, Inc., Project Finance Intern, Summer 1999

THE JOHNS HOPKINS UNIVERSITY, SAIS

Bologna, Italy &
Washington, DC

MA in International Relations, May 1995

BRANDEIS UNIVERSITY

Waltham, MA

BA in Economics and Italian Studies, May 1993

- Magna Cum Laude
- Exchange Program, Temple University-Rome, Italy 1991-92

OTHER

- Fluent in Italian and Spanish

SELECT PUBLICATIONS

Latin America: “Rio de Janeiro State Awards Toll-Road Concession” - *Privatisation International*, February 1998 issue

North American Stadiums: “That’s Entertainment” - *Project Finance*, January 1998 issue

North American Power: “Deregulation Spawns a New Generation” - *Project Finance*, January 1998 issue

Cover Story: “From Wellhead to Wires” - *Project & Trade Finance*, October 1997 issue

Public Works: “Federal Contracts: DOE’s Peña Supports Privatization” - *Privatization Watch*, October 1997 issue

Export Credit Agency Review: “Adapting EDC” - *Project & Trade Finance*, September 1997 issue

Export Credit Agency Review: “U.S. Ex-Im: Fighting for Survival” - *Project & Trade Finance*, September 1997 issue

“Developer Sought for FDA’s HQ” - *Public Works Financing*, September 1997 issue

“DOE’s Peña Supports Privatization” - *Public Works Financing*, July/August 1997 issue

Latin American Power: “Multilateral Demands” - *Project & Trade Finance*, July 1997 issue

Latin America Infrastructure: “Toll Expressway to Run Parallel to Panama Canal” - *Privatisation International*, May 1997 issue

Development Bank Update: “ADB Expands Its Network” - *Infrastructure Finance*, February 1997 issue

Development Bank Update: “More Selective Lending at the World Bank” - *Infrastructure Finance*, February 1997 issue

Development Bank Update: “Inroads to China” - *Infrastructure Finance*, February 1997 issue

Multilateral Agencies: “Multilaterals Develop a New Side” - *Infrastructure Finance*, November 1996 issue

Tech Notes: “Edgar’s Identity Crisis: Should the SEC’s Data Bank be Privatized?” - *Institutional Investor*, August 1996 issue