

MARK SMITH

116 Ford's Lane • Alexandria, Va. 11222 • (434) 697-2342

Mark@earthlink.net

SEARCH PLAN

PROFESSIONAL OBJECTIVE: Corporate Finance / Treasury

Contribute to the financial guidance and success of a large company. Lead and execute capital market and treasury activities as well as financial and business transactions. Provide exceptional reporting to key stakeholders and senior management. Provide financial analysis and support of new business opportunities, business process development and improvement. Evaluate and communicate business unit and company-wide financial information through assessment of ongoing financial performance with forecasts, budgets, and reports.

Potential Roles Include:

FP&A Manager

Treasury Analyst

M&A Associate

POSITIONING STATEMENT

Finance and business professional with experience at prominent Wall Street firms Goldman Sachs and Citigroup in investment banking and treasury transactions. Adept at financial structuring and analysis and in delivering high value solutions to organizations. Demonstrated ability to solve problems and identify key issues and relationships from a diverse set of data. Graduate of top MBA school.

COMPETENCIES

<i>Financial Analysis/Research</i>	<i>Organizational Abilities</i>	<i>Problem Solving</i>	<i>Attributes</i>
Modeling company financials	Effective written and verbal communication skills	Project completion	Goal-directed nature
Cash management	Supervising analytical projects and staff	Gathering and analyzing and using data	Excellent interpersonal skills
Valuations	Presentation skills	Identification of key issues, objectives and relationships	Team player and Leader
Budgets, cash flow analysis	Project management	Development of solutions and plan for implementation	Energy & enthusiasm
Credit transactions	Coordination and completion		Self-motivated
Company/ Industry Analysis			Customer-focused

TARGET MARKET

Geographic:

Washington D.C., Maryland, Virginia, North Carolina, South Carolina, Georgia—Metropolitan areas or academic centers

Types of Industries:

Healthcare (including pharmaceutical), Retail/Consumer, Media/Telecom, Financial Services, Energy

Size of Organization:

Fortune 1000 company or Company has large finance department that involves broad areas of finance

Organizational Culture:

Atmosphere where collaboration and information sharing and high standards are prized and rewarded.

TARGET LIST:

Healthcare	Retail/Consumer	Media/Telecom	Financial Services	Energy	Regional
GlaxoSmithKline	Williams-Sonoma	ClearChannel Communications	Capital One	Duke Energy	UPS
Quintiles	Martin's	Media General	Jefferson Pilot	Southern Co.	Marriott
WellPoint	Home Depot	Washington Post	Bank of America	Dominion	Delta
Coventry Healthcare	Lowe's	Discovery Communications	Fannie Mae	Progress Energy	CSX Corp
Anthem	Smithfield Foods	Sinclair Broadcasting	Freddie Mac	ExxonMobil	Norfolk Southern
Caremark Rx	Belk	Gannett	USA Education		Georgia Pacific
Healthsouth	Black & Decker	Cox Communications	BB&T		Goodrich
Duke Hospital	Mars	Time-Warner's CNN	SunTrust Banks		Nucor
Reichhold	Neiman Marcus Group	Comcast	Wachovia		Sonoco Products
BASF (Agric. Products)	Performance Food Group				NVR
	Philip Morris				SAS Institute
					Cisco