

**Clay Phillips**  
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<b>Education</b>	<b>The University of Texas at Austin, McCombs School of Business</b>	Austin, TX
May 2009	Master of Business Administration, Full-Time Program Specialization in Energy Finance; GPA 3.80; GMAT 690	
	<b>The University of North Carolina – Chapel Hill</b>	Chapel Hill, NC
May 2003	Bachelor of Science, Business Administration	
<b>Experience</b>		
11/07-1/08	<b>McCombs PLUS Project - National Basketball Association</b> <i>Team Member</i>	Austin, TX
	<ul style="list-style-type: none"><li>• Performed market research for NBA Development League to define fan segments and recommend revenue growth strategies</li><li>• Final presentation to executive management due February 2008</li></ul>	
3/06 – 6/07	<b>LaSalle Bank, N.A.</b> <i>Loan Officer, National Homebuilding Division</i>	Dallas, TX
	<ul style="list-style-type: none"><li>• Collaborated with VP of Division to manage 14 relationships with companies in central U.S. that combined for a \$270M committed portfolio of the National Homebuilding Division’s overall \$1.6B committed portfolio</li><li>• Underwrote credit facilities, typically in the \$10M to \$35M range, including two LaSalle agented facilities of \$100M and \$140M</li><li>• Marketed commercial banking products to top 50 National Homebuilders based on annual closings, contributing to \$88M new loan commitments in 2006</li><li>• Completed deal underwriting and managed approval and closing process by communicating directly with VP of National Homebuilding Group, credit committees, and legal counsel</li></ul>	
10/03 – 3/06	<b>Citibank N.A. (formerly First American Bank, SSB)</b> <i>Credit Analyst II</i>	Dallas, TX
	<ul style="list-style-type: none"><li>• Analyzed company and personal financial statements for credits up to \$25M while successfully rotating through four major lending areas - Single Family Construction, Corporate/Middle Market, Energy, and Commercial Real Estate</li><li>• Prepared company and market analysis and assisted loan officers in underwriting loan packages and tracking borrower covenants through quarterly credit evaluations</li><li>• Led projects reviewing risk rating for loan portfolio and reviewing profitability model during integration for all First American Bank loans to convert to Citibank risk standards</li><li>• Completed Omega Performance “Commercial Loans to Business” Training Program</li></ul>	
7/05 – 12/05	<b>Citibank Commercial Credit College</b> <i>Commercial Credit Analyst</i>	New York, NY
	<ul style="list-style-type: none"><li>• Nominated as one of 19 Citibank participants for comprehensive credit training course</li><li>• Performed four extensive written case studies covering topics of financial accounting, credit risk and repayment source analysis, credit policy, and legal environment</li><li>• Presented final case study to four Senior Citibank Risk Officers</li></ul>	
<b>Additional</b>	<ul style="list-style-type: none"><li>• McCombs: Energy Finance Group, Entrepreneur Society, Graduate Finance Association, Competed in McCombs Finance Case Challenge and Marketing Case Challenge, Training the Street, Inc. seminar – MBA Valuation 101</li><li>• UNC: Member of Undergraduate Student Honor Court, Senior Class Marshal – Communication Committee, Youth Basketball Coach, Carrboro, NC recreation league</li></ul>	