WILLIAM GUTHRIE

william.guthrie@mba14.mccombs.utexas.edu
4209 Avenue A • Austin, TX 78751 • (202) 257-9454

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **May 2014**
Master of Business Administration, Full-Time Program

- Concentration in Finance/Investment Management; Member of Graduate Finance Association, MBA Golf Association
- MBA Investment Fund, LLC – One of 15 selected to manage portfolios with ~$16mm in AUM; financials sector team leader
- First Place – MBA Consulting Case Challenge 2012, 75 participants
- Finalist – MBA Investment Fund Stock Pitch Competition

DAVIDSON COLLEGE, Davidson, NC **May 2004**
Bachelor of Science in Economics and Biology

- Men's Varsity Baseball Team
- Studied abroad at the London School of Economics

EXPERIENCE

INDEPENDENT MANAGEMENT CONSULTANT, Washington, DC **2011 - 2012**
Financial and analytical consulting to clients in financial services and hospitality industries

- Performed strategic analysis including valuation modeling, ROIC and historical trend analysis, comparable company analysis, and prospective acquisition target research including valuation of business unit divestitures and acquisitions
- Led comprehensive review of 90,000 member loyalty rewards program for international restaurant franchise with analysis of historical buying behavior, enrollment trends, and membership patterns; presented findings to CEO resulting in targeted marketing strategy to improve program efficiency

ARES MANAGEMENT, Washington, DC **2006 - 2011**
$4.0 billion investment manager investing in debt and equity of middle market companies
Senior Associate

- Evaluated 30-40 new investment opportunities annually, drafted investment memoranda including extensive financial projection models, and communicated recommendations to executive committee including $127 million ownership investment in leading 400-location restaurant franchisor
- Created board reports and monthly financial reporting packages for portfolio company management and Board of Directors including analysis of M&A and refinancing opportunities enabling executive management to streamline financial reporting
- Led extensive financial strategic review with CEO and CFO of portfolio company resulting in original predictive model to identify high potential return-on-investment locations
- Managed due diligence processes for potential investments including detailed financial analysis, extensive interviews with management, customers, and industry experts; coordinated findings of legal, accounting, tax, environmental, supply chain, and strategy advisors

EDGEVIEW PARTNERS, Charlotte, NC **2004 - 2006**
Investment bank focused on M&A advisory services to middle market companies
Financial Analyst

- Worked with deal team to execute all phases of merger, acquisition, and divestiture assignments in consumer products, transportation, and health care industries including execution of $325 million simultaneous sale of the two largest independent private-label personal care product manufacturers (2006 Middle Market Consumer Deal of the Year)
- Completed extensive financial and valuation models, due diligence support and process management, industry research, marketing material and investment memoranda preparation, negotiation and closing execution to inform senior management in decision making

ADDITIONAL

- Founding Associate Board Member and Treasurer, KIPP DC (a leading national charter school system)
- Co-Chairman, DC Private Equity Association
- Chair, Davidson College Young Alumni Washington, DC Chapter