

Sean Kelly

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EDUCATION

Robert H. Smith School of Business, University of Maryland, College Park, MD 2012

Master of Business Administration (MBA), Finance, GPA: 3.8

- Dean's Fellow, selected for outstanding achievement – awarded to top 5% of class
- Equity Analyst, Banking, Insurance, & Diversified Financials – Mayer Fund, \$2.4M student run equity fund
- Finance Association Board Member

University of Virginia, Charlottesville, VA 2005

Bachelor of Arts, Economics, concentration in Finance; Minor in Foreign Affairs

PROFESSIONAL EXPERIENCE

GE CAPITAL, Norwalk, CT Summer 2011

Summer Associate

- Performed credit analysis of public and private companies to underwrite a wide-range of asset backed and cash flow term loans and revolvers, and capital/non-capital leases, creating pro-forma financial projections, adjusting EBITDA for non-recurring events, and calculating key metrics including fixed-charge coverage, leverage, and interest coverage.
- Assisted underwriters and originators in analyzing company financials, business model, and capital structure in order to structure deal terms and covenants for ABLs, CF loans, revolvers, and leases.
- Created and presented a strategic business case analysis of the alternative fuel vehicle market, including market size, electric vehicle product and service opportunities, and strategic business development opportunities in alternative fuels.

OVERSEAS PRIVATE INVESTMENT CORPORATION, Washington, DC Spring 2011

Investment Analyst Intern

- Track and monitor performance on \$1.7B private equity fund of funds portfolio, specializing in emerging markets.
- Model cash flows of portfolio companies and investment funds to forecast projected returns (IRR, Net/Gross ROI, exit multiple).

BOOZ ALLEN HAMILTON, McLean, VA 2008 – 2010

Senior Consultant

Department of State, Capital Planning & Investment Control

- Created portfolio performance analysis for major IT investments, which initiated process improvements and led to cost efficiencies on a \$300 million IT investment.
- Participated in a specialized team that oversaw a \$2 billion IT investment portfolio at the Department of State.
- Led major instructional and training sessions for 30+ Department of State IT program managers.

Diplomacy & International Development

- Served as the business management lead for the \$70 million Diplomacy and International Development (DID) market.
- Worked with senior management to analyze the competitive market and create a business development strategy for \$376 million of potential business opportunities in 2009.
- Directed and participated in operational risk reviews for new international projects, mitigating risks associated with legal treaties, international operations, tax, and insurance.
- Managed the capital budgets, financial performance, and staffing strategy for the international (INT), Middle East (MDC), and Europe/Eurasia(E&E) markets.

General Dynamics, Fairfax, VA 2005 – 2008

Senior Financial Analyst

- Led a pricing and capital planning team to capture a \$63 million business opportunity.
 - Constructed an MS Access database to meet financial reporting requirements across a \$170 million business area.
 - Prepared and presented an internal case study comparing profitability of ship modernization programs versus similar internal programs, resulting in a 10% profitability increase for future bids.
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SKILLS & INTERESTS

- Proficient with Bloomberg, CapitalIQ, Thomson OneBanker, Moody's KMV, and other financial tools.
- Intermediate proficiency in Spanish.