

Verla Beimel

Director of Investment Banking

Employment History

Director of Investment Banking at Goldman Sachs, ID

May 2022 - Present

- Led a team of 15 investment bankers that closed \$1.2 billion in transactions.
- Achieved a 95% success rate on all live pitches to clients.
- Grew the Investment Banking Division's revenue by 20% year-over-year.
- Hired and trained 5 new analysts, resulting in a more efficient workflow.
- Negotiated favorable terms with 7 different banks for financing deals.

Senior Director of Investment Banking at Morgan Stanley, ID

Jul 2019 - Mar 2022

- Led a team of 15 investment bankers that generated \$1.5 billion in revenue for the firm over two years.
- Negotiated and closed on 10 major deals totaling more than \$500 million in value.
- Grew assets under management (AUM) from \$2 billion to \$6 billion through successful deal-making and client retention.
- Achieved an annual return on equity (ROE) of 30% or higher for three consecutive years.
- Was named "Investment Banker of the Year" by industry peers.

Managing Director of Investment Banking at JPMorgan, ID

Sep 2015 - May 2019

- Led the underwriting and successful sale of \$5 billion in corporate debt securities.
- Arranged \$3 billion in financing for clients through equity and debt offerings.
- Advised on mergers & acquisitions totaling more than \$10 billion.
- Negotiated complex financial restructurings worth over \$8 billion.
- Managed a team of 50+ professionals including analysts, associates, and vice presidents.

Certificates

Certified Investment Banking Professional (CIBP)

Apr 2021

Certified Portfolio Manager (CPM)

Oct 2019

Memberships

American Investment Bankers Association

Securities Industry and Financial Markets Association

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📍 731 W Bluff Dr, Boulder, CO 80304

Education

Master of Business Administration in Finance at University of Chicago, IL

Aug 2011 - May 2015

I have learned how to read and analyze financial statements, how to value companies using various methodologies, and how to make investment decisions.

Links

[linkedin.com/in/verlabeimel](https://www.linkedin.com/in/verlabeimel)

Skills

Financial analysis

Financial modeling

Excel

PowerPoint

Negotiation skills

Communication skills

Languages

English

Urdu