

# Tifanie Elia

Investment banker

## Employment History

### Investment Banker at Merrill Lynch, NM

Mar 2022 - Present

- Led a team of analysts in conducting due diligence on potential investments, which resulted in the bank investing \$100 million in two companies.
- Developed financial models that were used by the bank to invest \$50 million in a new real estate development project.
- Negotiated and structured a \$250 million loan for a major corporation.
- Managed portfolio of investments worth over \$1 billion and generated annual returns of 10% or more for 3 consecutive years.
- 100M 2 Companies Due Diligence (Led Team) +\$50 M New Real Estate Development Project.

### Investment Banking Associate at , NM

Sep 2018 - Jan 2022

- Led a team of 6 analysts in the underwriting of a \$1.2B loan for the acquisition of Company XYZ.
- Worked on over 20 M&A transactions totaling more than \$10B.
- Arranged financing for 3 major real estate developments totaling over \$1B.
- Advised 5 clients on initial public offerings that raised a total of \$750M.
- Helped raise over \$500M in debt and equity financings for various companies.
- Assisted in the sale of ABC Corporation to XYZ Inc. for \$100 million.

### Investment Banking Analyst at Goldman Sachs, NM

Jul 2015 - Aug 2018

- Led the due diligence process for a \$2B merger between two pharmaceutical companies.
- Constructed a financial model from scratch to support the deal and ran various scenario analyses.
- Coordinated with 15+ people across different teams (Legal, Tax, Accounting, etc.) to get sign-off on key deliverables.
- Wrote 50+ pages of investment memoranda for clients considering investing in new technology ventures.
- Generated \$1.5M in revenue by successfully completing 5 IPOs.
- Achieved top quartile performance ranking out of 200+ analysts globally.

## Certificates

### Certified Investment Banking Professional (CIBP)

May 2021

### Certified International Investment Analyst (CIIA)

Mar 2020

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Albuquerque, NM 87110

## Education

### Bachelor of Science in Economics at University of New Mexico

Sep 2011 - May 2015

Some skills I've learned are economic theories and models, how to read and analyze data, and how to think critically.

## Links

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

## Skills

Financial analysis

Financial modeling

Excel

Presentation skills

Communication skills

Research skills

## Languages

English

Mandarin

## Hobbies

Golf

Poker

Traveling