

Novalee Goodnough

Managing Director of Investment Banking

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📍 832 N Carrollton Ave, New Orleans, LA 70119

EDUCATION

Master of Business Administration at Louisiana State University, LA

Sep 1998 - May 2002

I have learned how to manage a business, including its finances, marketing, and operations.

LINKS

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

SKILLS

Financial analysis

Portfolio management

Risk management

Financial modeling

Excel skills

Presentation skills

Communication

LANGUAGES

English

Arabic

EMPLOYMENT HISTORY

● Managing Director of Investment Banking at Goldman Sachs, LA

May 2022 - Present

- Led a team of investment bankers that generated \$1.5 billion in new business over the course of one year.
- Successfully closed 15 major deals, totaling over \$750 million in value.
- Achieved and maintained consistent top-tier rankings in industry surveys (e.g. Thomson Reuters Extel) for 3 consecutive years.
- Grew market share by 20% through aggressive client targeting and expansion into new geographies/sectors.

● Director of Investment Banking at , LA

Aug 2016 - Apr 2022

- Led a team of 20 investment bankers that generated \$1.5 billion in new business opportunities and closed deals worth \$750 million.
- Grew the department's revenues by 25% year-over-year for 3 consecutive years.
- Achieved a 95% client satisfaction rating, as independently verified by an external customer service firm.
- Successfully completed over 100 transactions totaling more than \$10 billion in value.

● Associate Director of Investment Banking at Morgan Stanley, LA

Aug 2002 - Jun 2016

- Led a team of 15 investment bankers that generated \$1.2 billion in new business revenues.
- Negotiated and closed over 50 transactions totaling more than \$10 billion in value.
- Achieved top quartile performance ranking among all associate directors at the firm for two consecutive years.
- Was named "Associate Director of the Year" by peers and superiors alike in recognition of outstanding performance.

CERTIFICATES

Certified Investment Banking Professional (CIBP)

Dec 2020

Certified Financial Analyst (CFA)

Mar 2019

MEMBERSHIPS

American Investment Bankers Association

Securities Industry and Financial Markets Association