

ALBA SILSTON

NY, NY | ansilston@gmail.com | 646- 200-1595

REGISTERED INVESTMENT BANKER

Investment Banker with formal credit training, and 13 years experience closing multi-billion-dollar credit facilities and bond transactions. Expertise includes transaction guidance and execution, portfolio management, and advanced modeling. Proven communicator focused on cultivating relationships with Private Equity institutions and global industry leaders and executives.

CORE COMPETENCIES

- Build and maintain relationships with European and domestic counterparts, honing understanding of global businesses
- Evaluate, analyze, and present strategic transactions for clients across different industries and geographies
- Execute a transaction from start to finish helping client companies reach their financial objectives
- Intercommunication and collaboration ability cultivated through top educational and bulge bracket experience
- Mentor and supervise junior staff

PROFESSIONAL EXPERIENCE

NATIXIS, NEW YORK, NY

November 2006 - November 2017

Vice President - Strategic and Asset Finance

Evaluated new investment opportunities by developing sum-of-parts collateral valuations, discounted cash flow and liquidation analyses. Guided and closed potential acquisitions, joint ventures and partnership alliances. Developed business cases and prepared complex financial models. Researched and prepared pitches to prospective clients. Assisted in developing and monitoring a portfolio of highly leveraged transactions on a periodic basis. Industries covered include: Consumer and Retail, Energy and Commodities, Healthcare, Industrials, Telecom, Media & Technology ("TMT"), and Travel.

Key Accomplishments

- Achieved Coverage Deal of the Year for successfully executing and closing **\$1B Bond Deal for Cablevision**
- Achieved Deal of the Month award for successfully executing and closing **\$1.95B Bridge Financing for Hertz/Dollar Thrifty**
- Participated in securing **new business deals** through strategic client sourcing and relationship building
- Introduced **innovative marketing book** that showcased latest market trends and opportunities
- Involved in restructuring negotiations for companies in financial distress and bankruptcy
- Achieved **100% approval track record** in credit committees

THE ROYAL BANK OF SCOTLAND, NEW YORK, NY

November 2005 - November 2006

Analyst – Media and Technology ("TMT") Origination

Analyzed, researched, performed due diligence and prepared comprehensive credit reports on financial performance of existing and prospective debt borrowers. Architected integrated cash flow models to structure debt, analyze and value corporate transactions, including M&A, LBOs and recapitalizations.

Key Accomplishments

- Cultivated relationships with customer base in the TMT industries as part of the new business growth process
- Center of influence with corporate lawyers, syndication and credit groups on negotiation processes
- Assisted in developing, monitoring and managing a portfolio of highly leveraged transactions on a periodic basis
- Prepared annual reviews, waivers and amendment requests, while maintaining strong relationships with sponsors and agent banks

LEHMAN BROTHERS, NEW YORK, NY

June 2004 - November 2005

Analyst - Fixed Income Derivatives

Assessed and projected risks and returns regarding various types of interest rate swaps. Established appropriate hedges to ensure profit for firm.

Key Accomplishments

- Built and maintained relationships with **30+ European counterparts**, honing understanding of global business processes
- Directed three staff members during integration of **self-initiated Derivative Open Fail System**
- Interacted and supported Institutional clients with trade amendments
- Worked closely with management and led the implementation of special projects aimed to improve the group's productivity

EDUCATION & LICENSURE

Laurea Studies in Economia Aziendale, 2002

Università di Modena e Reggio Emilia, Modena, Italy

B.S. Finance, and B.S. International Business, *magna cum laude*, 2004

University of Bridgeport, Bridgeport, CT

Licenses: Series 79 (Registered Investment Banker), Series 63 (Uniform Securities Agent)

LANGUAGES

Fluent in **Italian** and conversational in **Spanish**.

INTERESTS

Classical piano, travel, Tae Kwon Do (purple belt), film and literature