

ALEJANDRO LONDOÑO

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2010

Cambridge, MA
2008 - Present

- Finance Track, intended concentration in Corporate Finance.
- Panel organizer for MIT Sloan 2009 Private Equity Symposium.
- Member of Finance, Venture Capital & Private Equity, Sales and Latin Clubs.

HARVARD UNIVERSITY EXTENSION SCHOOL

Certificate of Special Studies in Administration and Management

Cambridge, MA
2001 - 2002

UNIVERSIDAD DE LOS ANDES

BS in Industrial Engineering, with Honors

Bogota, Colombia
1996 - 2001

- Major in Operations Research, Minors in Finance and Entrepreneurship.
- Recipient of Scholarship for Semester Excellence, awarded to top 3 students out of 400 in the Engineering School.

EXPERIENCE

CREDIT SUISSE SECURITIES (USA) LLC

Summer Associate, Latin America Coverage Group

New York, NY
Summer 2009

- Prepared presentations and financial analyses to support a \$1.5B deal in the energy sector and a \$500M deal in the metals and mining industry.
- Co-led the efforts in the Investment Banking team for the successful placement of a \$1B bond for an electricity company in Brazil.

VIOLY & COMPANY

Boutique investment bank focused on Latin America

New York, NY
2003 - 2008

M&A Project Director (promoted from Analyst)

- Managed project execution for mandates in Latin America, Spain and the US totaling \$1B.
- Developed valuation models, performed strategic analysis and prepared presentations for clients in various industries including glass, paper and packaging, pharmaceutical, telecom, financial institutions and gaming.
- Organized and led due diligence processes for sell side and buy side transactions throughout Latin America.
- Co-led negotiations of business deal terms and conditions and collaborated with legal team in the negotiation of legal documents for deal closing.
- Spearheaded business development efforts in the Andean Region and Central America, generating six mandates during a period of 18 months worth \$14M in potential fees.

DECISIONES LOGISTICAS LTDA.

Local boutique consulting company focused on logistics and operations

Bogota, Colombia
2002 - 2003

Logistics Consultant

- Optimized processes using simulation models to increase profitability for the largest tile manufacturing company in Colombia (18% reduction in working capital), the largest local mattress company (15% improvement in operational profit) and a top-3 flower producer (20% reduction in logistics costs).
- Presented recommendations and conclusion reports to clients outlining strategies for systems improvement.

COMPAQ COMPUTER CORPORATION

Process Analyst

Bogota, Colombia
2001

- Performed extensive analysis of Professional Services division to detect deficiencies and areas for improvement resulting in an implementation plan to increase the division's revenues by 30% in a period of 18 months.
- Conducted evaluation of internal processes as outlined under ISO 9000, and proposed plans to improve efficiency in selected processes by 20%.

OTHER

- Languages: Native fluency in Spanish.
- Community Service: Raised two-years worth of operating expenses for Nutrir Barranquilla, a non-profit organization dedicated to fighting children's malnutrition in Barranquilla, Colombia (2005 - 2008).
- Enjoy singing and jazz music.