**Zakariya Balesaria**

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**Bio**

A proactive and dynamic corporate finance professional with a strong desire to advance as an individual and as a leader. Driven by new challenges as evidenced by a willingness to forego traditional career growth in the corporate world, choosing to pursue a more entrepreneurial route. Excited by new technologies and the challenges that lie with implementing technology efficiently to generate growth across economies and businesses.

**Experience**

Xenith Advisors (Oct. 2022 – Present)

*Managing Director*

[*www.xenithadvisors.co.uk*](www.xenithadvisors.co.uk)

* Founded and currently lead Xenith Advisors, an advisory firm offering corporate finance services to small businesses and startups across the UK and Europe
* Specializing in advising firms in the Healthcare, Technology and Consumer sectors
* On course to surpass £10M+ in transaction value by 2024

*Transaction Experience*

* Advising a German technology company on a €1.5M capital raise, enabling a mix of debt and equity to be raised from various vendors within the Xenith network
* Sell-side advice to a Sports-tech startup on the sale of the platform to a US based technology provider, in a deal worth £2.3M
* Sell-side advice to a lead-generation SaaS platform on their sale to a UK based Search Fund, completing the transaction in under 60 days from deal origination to closing

Citadel (Oct. 2021 – Aug. 2022)

*Investment Associate*

* Associate for Citadel Global Equities, specializing in the UK Consumer sector, actively covering between 20-25 stocks ranging from £100M - £1B in Market Cap
* Developed and utilized a rigorous Bottom-up approach to investing, emphasizing a thematic-based approach while developing deep Company and Sector expertise to generate market-leading returns, pitching Long and Short investment ideas to Analysts and Portfolio Managers
* Built and maintained financial models of all the companies within coverage, updating financials and forecasts while taking a proactive approach to gathering actionable data which included actively communicating with corporate management teams in order to facilitate investment ideas
* Conduct risk analysis and run portfolio simulations for various investment scenarios using Excel
* Total return from investment pitches: 17%

Goldman Sachs (Sep. 2017 – Sep. 2021)

*Investment Banking Analyst (Sep.2017 – Dec. 2020)*

*Associate (Jan. 2021 – Sep. 2021)*

* Progressing from Analyst to Associate, in the UK and Western European Consumer sector, assisting clients through M&A advisory, Capital Raising and Strategic Advisory in domestic and cross-border transactions
* Preparing financial models, utilizing sector expertise to provide actionable insight to senior management and corporate clients, taking a proactive approach to gathering Data and Qualitative Research, with the ability to present through a range of different products including Excel, PowerBI and PowerPoint
* Mentorship and development of Analysts on the graduate program, providing them with the necessary tools to succeed, taking a hands-on approach to managing client relationships and establishing further working partnerships across the Consumer sector
* Total transaction value: £10B+

*Transaction Experience:*

* Sell-side advice to a UK based PLC of their Pan-European subsidiaries, achieving 12x EBITDA which was 1x higher on average than similar deals in the Consumer sector
* Buy-side advice to a Multinational Conglomerate on their strategic acquisitions of distribution hubs across the UK
* Advising a Multinational Conglomerate on entering the UK Consumer Goods market through a Buy-and-Build approach, offering insight into potential acquisitions and modelling different financing structures available

**Education**

London School of Economics (Sep. 2014 – Jun. 2017)

*BSc Economic History (Upper 2nd Class Honors)*

*Dissertation: Historical Analysis of Correlation Between Commodity Production and Economic Growth*

London School of Business and Finance (Sep. 2013 – Aug. 2014)

*CIMA Certificate in Business Accounting*

**REFERENCES AVAILABLE UPON REQUEST**