JULIAN MERCER

INVESTMENT BANKER

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PROFESSIONAL SUMMARY

Investment Banking Vice President with 9+ years executing mergers, acquisitions, and capital raises in industrials and business services, with more than $6 billion in transaction value. Leads financial modeling, valuation, and client materials, and manages analysts and associates through live deals from pitch to close.

PROFESSIONAL EXPERIENCE

Vice President, Industrials Jul 2023 - Present
Houlihan Lokey, New York, NY

- Lead day-to-day execution of sell-side and buy-side mandates, including three closed transactions worth $2.1 billion in aggregate.
- Direct a deal team of one associate and two analysts, reviewing models, CIMs, and management presentations before they go to clients.
- Built a merger model and fairness analysis for a $750 million take-private, and the board approved the deal after two review rounds.
- Originate new business by preparing tailored pitch books for 15 target companies each year, converting four into signed engagements.
- Run buyer outreach and diligence for sell-side processes, managing a list of 60 parties and data room Q&A.
- Present valuation findings and process updates to boards and CEOs, and a client later retained the team for a second assignment.

Associate, Industrials Aug 2021 - Jun 2023

- Executed five M&A engagements with values from $120 million to $900 million, preparing valuation, DCF, and comparable-company analyses.
- Managed analyst workflow on two simultaneous processes and brought average revision rounds on materials from four to two.
- Led management meetings and diligence calls with client CFOs and outside counsel for a carve-out transaction.
- Created a transaction-comps database for business services that the group reuses on new pitches.
- Negotiated key terms on purchase agreement markups with counsel and buyer advisors, narrowing open points from 40 to 9 before signing.

Investment Banking Analyst Jul 2016 - Jul 2019
Piper Jaffray, New York, NY

- Built LBO, merger, and three-statement models for 14 deals across business services and industrial technology.
- Prepared pitch books, teasers, and CIMs for the group and kept materials on schedule through a record 2018 deal calendar.
- Contributed to six closed transactions across the analyst program, from initial valuation work through final closing materials.
- Supported four buy-side diligence processes by organizing data room requests and summarizing findings for senior bankers.
- Audited every model for formula and circularity errors before release and kept a log of corrections for the team.

CORE SKILLS

Financial modeling | M&A advisory | DCF and comparable analysis | LBO modeling | Pitch books and CIMs | Fairness opinions | Deal execution | Buyer outreach | Due diligence | Client management | Analyst coaching | FactSet and CapIQ | Excel and PowerPoint | Process management

EDUCATION

Master of Business Administration, Columbia Business School, New York, NY

CERTIFICATIONS

FINRA Series 79 Investment Banking Representative | FINRA Series 63 Uniform Securities Agent | FINRA Securities Industry Essentials (SIE)