# JULIAN MERCER

**INVESTMENT BANKING ANALYST**

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## PROFESSIONAL SUMMARY

Investment Banking Analyst with 3+ years building valuation models, pitch materials, and diligence workstreams for M&A and capital markets mandates. Works to tight deadlines with senior bankers, keeps models audit-clean, and delivers materials that clients and counterparties can rely on.

## PROFESSIONAL EXPERIENCE

**Investment Banking Analyst** Jul 2023 - Present
**Goldman Sachs, New York, NY**

- Built DCF, trading comparables, and precedent transaction models for six sell-side and buy-side mandates in the industrials sector.
- Prepared pitch books and management presentations on tight turnarounds, supporting two mandate wins during the past year.
- Created an LBO model with debt schedules and sensitivity tables that helped a sponsor client set a bid range within 5% of the final price.
- Coordinated the data room and diligence request lists for a $400M sale process, tracking 300+ items across legal and accounting teams.
- Reviewed analyst models for formula errors and inconsistent assumptions, catching issues before three client deliverables were released.
- Trained two incoming summer interns on Excel shortcuts, formatting standards, and comps screening during their first week.

**Summer Analyst, Leveraged Finance** Jun 2022 - Aug 2022
**Morgan Stanley, New York, NY**

- Assembled credit statistics and leverage comparisons for 25 high-yield issuers, supporting a financing discussion with a sponsor client.
- Updated a covenant summary template that cut preparation time for each new offering memorandum review by about a third.
- Presented a recommended capital structure for a case study to the group head and finished among the top interns of the class.

**Investment Banking Intern** Jun 2021 - Aug 2021
**Lazard, New York, NY**

- Screened 80 potential acquirers for a restructuring-adjacent advisory project, ranking each by strategic fit and financial capacity.
- Formatted client presentations and checked every figure against source models, helping the team avoid late-stage corrections.
- Summarised public filings and earnings calls for five target companies into one-page briefs for senior bankers.

## CORE SKILLS

Valuation | Financial modeling | DCF analysis | LBO modeling | Trading comps | Precedent transactions | Pitch books | M&A due diligence | Capital markets | Advanced Excel | PowerPoint | FactSet | Capital IQ | Bloomberg | Financial statement analysis

## EDUCATION

**B.S. in Finance**, New York University Stern School of Business, New York, NY

## CERTIFICATIONS

Securities Industry Essentials (SIE) | FINRA Series 79 | Wall Street Prep Premium Package