



## Summary

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Jose Paul Martin is a Principal at Venture Capital Bank in the Private Equity & Financial Advisory Services division and has assisted in making deals above \$55 million. He has over four years of experience in consultancy and strategic advisory. Prior to joining VC Bank, he was with the big five audit and consulting firms such as BDO, Ernst & Young and erstwhile Arthur Andersen. During his tenure as a management consultant, he focused on advising clients on strategy, growth and organization related topics for a variety of industries such as oil and gas, contracting and public procurement, construction, private equity, hospitality, healthcare, information technology and shared services. As a result, he has acquired a wide range of professional experience in a variety of areas whilst specializing in business plan development and business model evaluation, feasibilities and review of financial projections and company valuation.

## Key Competencies

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### Deal Making

- Deal origination and detailed evaluation of the proposals and conducting due diligence before investment
- Deal structuring and negotiations with the company
- Post investment monitoring

### Business Planning & Analysis

- Prepared proposals, coordinated client teams, interviewed market participants, performed financial modelling, undertook customized research and benchmarking studies, recommended strategic approaches to client issues
- Identified goals and objectives for business units, mapped the desired future state, conducted stakeholder analysis and highlighted key performance indicators
- Delivered numerous presentations to stakeholders and senior management including Board of Directors of various companies.

## Positions Held

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- BDO JawadHabib Consulting - Manager (Strategic Planning & Corporate Advisory), Bahrain // 2004 - 2005
- Ernst & Young Middle East - Senior Business Analyst (Regional Technology & Knowledge Management), Bahrain, India // 2002 -2004
- Arthur Andersen - Functional & Business Analyst (International Tax Services), India // 2002 - 2002
- ICRA Advisory Services - Analyst (Hospitality & Leisure), India // 2000
- Merrill Lynch - Client Service Associate, Bahrain // 1999

## Education

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- Post Graduate Programme in Business Administration (MBA, Finance) - ICFAI Business School, India // 2000 - 2002
- Bachelor Programme in Business Administration - Faculty of Management Studies, University of Kerala, India // 1995 - 2000
- Schooled in Bahrain, under both GCSE and CBSE systems // Secondary
- Studied under GCSE system in various schools across the United Kingdom // Primary

## Professional Courses, Memberships & Certifications

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- Currently pursuing Level 1 Charter in Financial Analysis from CFA Institute, USA
- Member of Gulf Venture Capital Association
- Ecommerce Professional - (Select modules) IBM Accredited Centre of Education (IBM ACE)
- Certified Oracle (RDBMS) Application Developer - Electronics Research and Development Centre of India (Gol) ER&DC I



## Key Competencies

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### Strategic & Financial Advisory

- Prepared detailed financial and valuation models to evaluate investment opportunities, primarily utilizing discounted cash flow (DCF) techniques and comparable analyses.
- Identified emerging trends and developed opportunity assessments of industries to identify high growth market segments

### Project Management & Leadership

- Lead and supervised interdisciplinary teams of analysts & consulting professionals to manage engagement timeframes
- Assisted in new client/business development activities, including developing proposals, and preparing and conducting client presentations
- Functioned as an effective practice steward, including coaching, teaching and training professionals to develop a quality team

## Highlights

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- Training provided for Consultants Workshop on Mentoring & Leadership
- Training provided for Audit Technical Workshop in Bahrain on EY Knowledge Resources
- Excellent interpersonal skills, to actively participate in developing and maintaining productive client relationships
- Well-developed organizational skills in order to respond to shifting priorities on several simultaneous projects
- Ability to communicate ideas (written and verbally) clearly and concisely
- Strong analytical and quantitative skills (i.e. financial and data analysis)
- Demonstrated proficiency in the assessment of unstructured business problems
- Highly proficient in Microsoft Office Suite & Project, Lotus Notes R6 and Business Intelligence Tools
- Fluent in English & Malayalam; Comprehension in Hindi & French
- Blog: [www.jp martin.com](http://www.jp martin.com) and Website: [www.avcion.com](http://www.avcion.com)