

JOSE PAUL MARTIN

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Summary

Jose is a Principal at Venture Capital Bank – a boutique Islamic investment bank in Bahrain – with the Private Equity & Financial Advisory Services division and has assisted in deal making above \$480 million. He has over 8 years of experience in strategy advisory and investments across oil and gas, shipping, construction, hospitality, IT and shared services. Prior to his current position, he has worked with the big five audit and consulting firms such as BDO, Ernst & Young, Arthur Andersen and international investment bank Merrill Lynch. During his tenure as a management consultant, he focused on advising clients on strategy, growth and organization related topics for diverse industries. He also specializes in company valuations, financial modelling, evaluation of business models and business plan development. Jose is an MBA (Finance) from the Institute of Chartered Financial Analysts India.

Positions

2006 – Present	Venture Capital Bank – Principal (Private Equity & Financial Advisory Services)	Bahrain
2004 – 2006	BDO JawadHabib Consulting – Manager (Strategic Planning & Corporate Advisory)	Bahrain
2002 – 2004	Ernst & Young Middle East – Senior Business Analyst (Regional Technology & Knowledge Management)	Bahrain, India
2002 – 2002	Arthur Andersen – Functional & Business Analyst (International Tax Services)	India
Summer – 2000	ICRA Advisory Services – Analyst (Hospitality & Leisure)	India
Summer – 1999	Merrill Lynch International Bank – Client Service Associate	Bahrain

Key Competencies

Deal Making

- Deal origination through a strong network of relationships banks, financial institutions, investment bankers, advisory firms and brokerages
- Deal evaluation through detailed and systematic due diligence before investment in liaison with technical, financial and legal consultants.
- Deal structuring and negotiations with target companies and executing legal documents.
- Post acquisition monitoring, unlocking value by working closely with professionally managed as well as family controlled companies to closely monitor developments, control costs and improve corporate governance and management reporting

Fund Management

- Close monitoring of the funds net asset value, management accounts and audits.
- Producing quarterly fund reports for investors, with detailed industry and financial analysis and fund commentary.

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

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.

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

- 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
- Founder & Owner of sites: www.jpmartin.com / www.avcion.com and blog: www.jpm.cc

Degrees

2000 – 2002	Post Graduate Programme in Business Administration (MBA, Finance) - ICFAI Business School	India
1995 – 1998	Bachelor Programme in Business Administration - Faculty of Management Studies, University of Kerala	India
Secondary	Schooled in Bahrain, under both GCSE and CBSE systems	Bahrain
Primary	Studied under GCSE system in various schools across the United Kingdom	UK

Professional Courses, Memberships & Certifications

2009	Guest Lecture - Lecture provided for Bahrain Institute of Banking & Finance on Private Equity and Venture Capital
2008	Member of The Oxford Club – a premier international investment club
2006	Trainer - Training provided for Consultants Workshop on Mentoring & Leadership
2005	Member of Gulf Venture Capital Association
2002	Trainer - Training provided for Audit Technical Workshop in Bahrain on EY Knowledge Resources
2000	Ecommerce Professional – (Select modules) IBM Accredited Centre of Education (IBM ACE)
1999	Certified Oracle (RDBMS) Application Developer - Electronics Research and Development Centre of India (GoI) ER&DC I

References available upon request