

## ALEX CENA

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### FINANCIAL ANALYST - INVESTMENTS

#### Equity Research / Private Equity / Corporate Finance

- RANKED as #1 Equity Research Analyst nationwide for multiple years and multiple sectors by Institutional Investor Magazine, Wall Street Journal, Reuters and Greenwich Associates.
- Conducted fundamental industry research with a heavy emphasis on detailed financial modeling and valuation work on companies in the U.S. and Europe as well as collaborated with equity teams in Asia, including Hong Kong, Japan and China
- Developed relationships with executive management teams and industry sources to help originate and evaluate investment ideas on an international level.
- Effectively communicated opinions, new information and market developments to the portfolio managers, institutional investors, other investment professionals and corporate executives in the C-Suite throughout the United States, Europe and Asia.
- Generated new business with technology startups and publicly traded companies worldwide.
- Mentored and acted as leader of a high performance research team supporting key clients accounts in global markets including Europe and Asia.
- Delivered world-class client service marked by high levels of responsiveness, accuracy, insight, urgency, attention to detail, professionalism, follow-through and enthusiasm
- Experienced working at the largest leading global financial institutions and investment banks on Wall Street.

Experienced sell-side equity research analyst covering technology stocks internationally at bulge bracket investment banking firms in New York City, including Lehman Brothers, Bear Stearns and Salomon Smith Barney/Citi. Proven track record of new business development initiatives in global markets, strategic planning, corporate positioning, and revenue growth. Exceptionally skilled at leveraging global networks to cultivate executive-level relationships to generate transaction flow. Develop well-conceived sales and marketing strategies passionately managing senior level client relationships with institutional investors, portfolio managers, venture capitalists and private equity investors.

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### PROFESSIONAL EXPERIENCE

#### **Cairn Ridge Holdings, LLC, Equity Research Analyst – Dallas, TX**

**2001 to Present**

Private wealth manager and investor providing investors with equity research expertise, due diligence assistance and other advisory services such as corporate positioning and strategic introductions. Analyzed and advised on investment and start-up opportunities to assist money managers, private clients and hedge funds make better-informed portfolio management decisions.

#### **Salomon Smith Barney, Equity Research Department – New York, NY**

**1998-2001**

#### **Managing Director/ Senior Equity Research Analyst / Telecommunications Equipment**

Managed relationships with major corporations including Nokia, Qualcomm, Lucent, Motorola, Ericsson, and Alcatel. Analyzed client financial statements and determined growth prospects. Presented recommendations to institutional investors. Conducted negotiations with Executives and Board Members of start-ups and large multi-

national corporations. Developed new business opportunities. Mentored personnel. Host and guest speaker at investor conferences and industry trade shows.

**Selected Achievements:**

- Increased annualized commission revenues from \$47M to \$96M.
- Captured new business with corporate clients and startups across the U.S. and Europe.
- Improved ranking with internal employees to #2 from #8 of about 200 company-wide.
- Ranked #1 in wireless equipment and Ranked #2 in wireline equipment nationwide

**Bear Stearns & Company**, Equity Research Department – New York, NY

**1996 to 1998**

**Managing Director / Senior Equity Research Analyst / Telecommunications Equipment**

Managed relationships with major corporations including Nokia, Qualcomm, Lucent, Motorola, and Ericsson. Analyzed client financial statements and determined growth prospects. Presented recommendations to institutional investors. Negotiated with Senior Executives and Board Members. Developed new business opportunities. Mentored personnel. Participated in industry events.

**Selected Achievements:**

- Served as major player in capturing position in Lucent Technologies Initial Public Offering (IPO).
- Ranked as top Telecommunications Equipment Analyst nationwide.

**Lehman Brothers**, Equity Research Department New York, NY

**1992 to 1996**

**Vice President/ Senior Equity Research Analyst / Telecommunications Equipment Analyst**

Managed relationships with major corporations including Qualcomm, Cisco, Synoptics, Wellfleet, 3Com and Nortel. Analyzed client financial statements and determined growth prospects. Presented recommendations to institutional investors. Interacted with Executives and Board Members to conduct negotiations. Developed new business opportunities. Mentored personnel. Participated in industry events.

- Ranked by the internal sales force as one of the top 10 analysts from a team of more than 150 analysts
- Ranked #2 Telecommunications Equipment analyst nationwide

**Dain Bosworth**, Vice President / Equity Research Analyst (1991-1992)

**W.K. Woodruff & Company**, Technology Analyst (1985-1991)

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**EDUCATION**

**MBA** Southern Methodist University, Dallas, TX May 2015

**BBA, Finance**, Loyola University – Chicago, IL 1985

**Computer Engineering courses**, University of Iowa 1983