



Current ECLP Rotation: Sponsor Finance Underwriting

As a junior underwriter primary rotation responsibilities include cash flow modeling, credit analysis, business due diligence, and assisting with the preparation of investment recommendations.

David B.
Class of 2012

Business: GE Capital
Pole: US

First ECLP Rotation: Capital Markets, Risk Associate

- Provided support to Capital Markets leadership team through the development of improved reporting packages and risk metrics. Additional responsibilities included monthly valuation of CDS portfolio, quarterly liquidity analysis of existing GE loan portfolio, and on going management of the equipment loan warehouse.

Commercial Excellence Project: NMI – Exploring a new vertical

- The scope of this project was to identify potential new GE Capital Americas industry vertical platforms and determine an execution strategy based on market size, strategic positioning, and addressability. Our team identified two potential new verticals that continue to be evaluated.

Education:

- MBA, Kenan-Flagler Business School, University of North Carolina, 2010
- BA Economics, Washington and Lee University, 2004

Prior Work Experience:

- UBS Investment Bank, 2004-2008;
- Responsible for structuring and executing fixed income derivatives on behalf of UBS. Assisted in product development, marketing, and execution. Implemented an improved system for evaluating counterparty credit risk. Developed trading models used in the execution of over \$3BN in interest rate swap and option products. Created department wide marketing materials for the sale of fixed income products.

Career Interests:

- Short Term: Underwriting cash flow loans
- Long Term: Origination of cash flow loans

One thing that you want to try, but know you never will:

- Winning the lottery



Current ECLP Rotation: Risk Associate, Capital Markets Risk Management

Support team in reporting, forecasting and analysis of products, including securitization, syndication, and credit default swaps. The role includes development of product exposure, monitoring of CDS activity, preparing CDS mark-to-market values, conducting capital markets product/market intelligence research and deal tracking.

Jennifer R.
Class of 2012

Business: GE Capital
Pole: US

First ECLP Rotation: GECC HQ, Business Development

• Gained experience in all facets of the M&A process while supporting acquisition, disposition and strategic partnership deal teams. Assisted senior team members in transaction structuring, financial statement analysis/modeling, general deal processes and due diligence while working with multiple businesses, key legal counsel, tax, accounting and regulatory experts. Responsibilities included managing operating mechanisms, providing analysis/research and building effective business cases.

Commercial Excellence Project: Services IB

• Examined ways to leverage GE's unique capabilities to create high-value service offerings with substantial income potential in the areas of data/business intelligence, sourcing and asset management. Provided a full capabilities assessment, competitive intelligence and market sizing in these three key areas.

Education:

- MBA, Accounting and Finance – Fordham University, 2010
- BA, Business Administration – University of Florida, 2003

Prior Work Experience:

- Manager, Velocity Sports & Entertainment, 2006-2009
- Spent six years in the sports and entertainment marketing industry. At Velocity Sports & Entertainment I developed and negotiated sponsorship contracts for clients such as IBM, Mars and Ameriprise Financial and managed key sponsorship assets within properties like the NFL, USGA and USTA.

Career Interests:

- Short Term: Gain valuable experience in GE Capital's sales and risk processes while building a strong marketing skill-set through challenging ECLP rotations
- Long Term: Secure commercial leadership positions, utilizing developed industry and functional expertise

One thing that you want to try, but know you never will:

- Great white shark cage diving off of Cape Town



Current ECLP Rotation: Risk Associate, Corporate Finance

Assist regional sales & underwriting teams with new transactions and management of portfolio accounts. Responsibilities include financial statement review, cash flow modeling, pitch writing and qualitative diligence (i.e. management, industry and company review). Management of portfolio accounts includes financial statement and covenant compliance review on a monthly and/or quarterly basis and preparation of reporting documents.

Matt S.
Class of 2012

Business: GE Capital
Pole: US

First ECLP Rotation: Sponsor Finance, Strategic Sales

- Responsible for key projects focused on enhancing sponsor relationships with GE, supporting business initiatives, & identifying incremental opportunities. Supported originations & risk in preparation of marketing presentations and participated on deal teams for the purpose of understanding underwriting parameters.

Education:

- MBA, Mendoza College Of Business, University of Notre Dame, 2010
- BS Business Administration, Finance, Butler University, 2004

Prior Work Experience:

- Financial Sales Executive, International Business Machines, 2006-2010
- Financial Analyst, International Business Machines, 2004-2005
- Matt worked as a financial sales representative for IBM Global Financing responsible for driving customer & commercial financing volume in the U.S. In this role he developed deal structuring expertise while delivering solutions across IBM's hardware, software, and services platforms.

Career Interests:

- Short Term: Sales/Oriations in Commercial Finance, Lending & Leasing
- Long Term: Commercial leadership positions in GE Capital

One thing that you want to try, but know you never will:

- Play for Team USA in the Ryder Cup



Current ECLP Rotation: Strategic Marketing, Equipment Finance

Support with the on-boarding of new programs and the day-to-day marketing needs of existing programs. Work directly with customers and with the commercial team to develop new promotions, participate in working sessions and identify opportunities for growth. Will also develop a formal NPI process to streamline requests for sales promotions, campaigns, new products and ensure functional sign-off. Partner with the Market Intelligence & Commercial Insights COEs to develop comprehensive and segment-specific industry and competitive briefings.

Kyriakos Z.
Class of 2012

Business: GE Capital
Pole: US

First ECLP Rotation: Value Proposition and Lifecycle Marketing Manager, Retail Consumer Finance

- Developed and executed data-driven Share of Wallet marketing campaign that drove \$15MM incremental volume (50% lift over control group). Contributed to the customer's Credit Value Proposition re-design. Developed marketing acquisition tool to accurately link account production to expense for forecast and actuals. Managed marketing involvement during the annual corporate planning cycle.

Education:

- MBA, McCombs School of Business, University of Texas, 2010
- BS Marketing, Texas A&M University, 2003

Prior Work Experience:

- Senior Account Executive, The Marketing Arm, 2006 - 2010
- Marketing Coordinator, Texas A&M University, 2003 - 2006
- Ticket Office Supervisor, 2004 Athens Olympic Games, 2004
- Prior to joining ECLP, Kyriakos leveraged a \$9MM budget to develop and execute award winning marketing programs designed to increase brand awareness, preference, and selection for AT&T products and services

Career Interests:

- Short Term: Develop gold standard marketing and industry expertise
- Long Term: Commercial leadership positions

Best Advice I Ever Received:

- Don't try...succeed!