Monica Reyes

Corporate Development Director

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SUMMARY

Corporate development director with 12 years in investment banking and corporate development, leading M&A for a $4B consumer and outdoor products company. Sets the acquisition roadmap with the CEO, leads negotiation and valuation on every deal, and has closed 10 acquisitions and 2 divestitures worth $1.6B.

EDUCATION

Master of Business Administration 06/2014

University of Chicago Booth School of Business Chicago, IL

Finance

EXPERIENCE

Corporate Development Director 03/2022 - Present

Summit Ridge Brands Denver, CO

Consumer and outdoor products company with $4B in revenue and 14 brands.

- Lead a corporate development team of **4** covering M&A, minority investments and divestitures.
- Set the acquisition strategy with the CEO and board, building a pipeline of 60 priority targets.
- Closed 5 acquisitions and 2 divestitures worth $900M, leading valuation, financial modeling and negotiation.
- Partner with integration leaders to track cost savings, delivering 110% of year-two targets on 3 deals.

Senior Manager, Corporate Development 06/2018 - 02/2022

Arapahoe Consumer Holdings Englewood, CO

Packaged food company with $2.5B in revenue.

- Executed 5 bolt-on acquisitions totaling $700M in snacks and beverages.
- Built financial analysis and investment cases for 30+ opportunities reviewed by the executive team.
- Managed due diligence advisors and data rooms across finance, legal and operations workstreams.
- Prepared board materials on deal rationale, valuation and integration risk for 12 board meetings.

Investment Banking Associate 07/2014 - 05/2018

Larimer Square Capital Denver, CO

Consumer-focused investment bank.

- Executed 8 M&A and financing deals for consumer brands.
- Built DCF, LBO and merger models for client pitches and live deals.
- Managed 3 analysts on CIM drafting and buyer outreach.

SKILLS

Corporate Development • M&A • Strategy • Valuation • Financial Modeling • Financial Analysis • Negotiation

Due Diligence • Integration • Investment Banking