

# Kyle J. Ackerman

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## Work Experience

3/03 to **Consultant**

Present

- Advise on the construction of financial models, business plans and transactions for companies ranging from lightly capitalized start-ups to established corporations, specializing in emerging companies
- Write business plans and develop both business and cash-flow models
- Perform company, transactional and industry analysis
- Analyze internal strategies and modeling
- Advise on growth opportunities and funding strategies

1/04 to **Capital Credit** New York, New York

9/04 *Vice President*

- Structured transactions for a boutique firm specializing in esoteric structured finance, entertainment funding and other capital markets transactions
- Pitched, sold and negotiated transactions, focusing on new client development
- Examined asset classes ranging from films and games to transactional and monthly utility-related fees
- Designed and maintained cash-flow analytics, and wrote and edited legal and sales documentation

8/01 to **G.E. Capital** Stamford, Connecticut

3/03 *Assistant Vice President*

- Structured and executed asset-backed transactions, particularly trade receivable, insurance regulatory, and other complex financial transactions worth as much as billions of dollars
- Covered asset classes ranging from aircraft to monthly service provider fees, including regulatory capital for insurance businesses
- Wrote and edited legal and sales documentation
- Served as risk manager, evaluating exposures of transactions and suggesting probable solutions

4/99 to **American Re Securities Corporation** Princeton, New Jersey & New York, New York

7/01 *Associate*

- Structured and pitched risk-transfer transactions, including catastrophe bond issuance, entertainment finance and (re)insurance capacity transfer transactions
- Sold innovative and customized risk-transfer solutions to clients
- Worked with rating agencies to refine rating criteria for new transaction structures and new asset class
- Designed and maintained cash-flow analytics for American Re Securities Corporation

6/98 to **Deutsche Bank Securities** New York, New York & London, England

3/99 *Associate – Asset Securitization*

- Structured and pitched asset-backed transactions, including: Collateralized Debt Obligations (CDO/CLO transactions), automobile loans and leases, credit card receivables, commercial vehicles, RV's, marine loans and equipment leases
- Marketed potential asset-backed transactions, including pitch construction and client calls
- Wrote and edited legal and sales documentation, and also negotiated with rating agencies on deal structure
- Created cash-flow models for structuring and reverse-engineered prior securitizations on a variety of systems including Excel, Lewtan and proprietary code
- Structured transactions to create capital relief against Risk Weighted Assets by creating synthetic and cash-collateralized Credit Linked Note Structures (CLNs) and guarantee structures

6/95 to **University of Arizona** Tucson, Arizona

5/98 *Researcher and Laboratory Director – Materials Science and Engineering, and Anthropology Departments*

- Published in peer-reviewed journals and presented at international conferences for Engineering, Archaeology and Sociology
- Managed Arizona Materials Laboratory and prepared metallographic samples for spectrographic analysis
- Performed and taught spectroscopy on instruments including the fundamentals of electron microscopy

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## Education

**Yale University** 1995 B.A. with distinction in Archaeology, Theater Studies and Chemistry

**University of Arizona** 1998 M.A. in Anthropology

**Deutsche Bank Securities** 1998 Associate Training Program for Fixed Income Securities and Capital Markets  
(also covered money markets, foreign exchange, option and swap pricing, and capital markets)

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## Skills

- Experienced with full suite of Microsoft products, HTML and several statistical packages and modeling packages
- Previously completed Series 7 and Series 63 examinations