

RICHARD MORRISON, CFA
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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Majors in Real Estate and Finance 2019-2022

- Leadership: Selected as MBA Mentor for Professor Adam Grant's *Organizational Behavior* undergraduate course; Wharton People Analytics Applied Insights Team
- Activities: Turner MIINT Wharton Social Impact Initiative; Real Estate Club; Outdoors Club; Tennis Club
- GMAT: 760 (99th percentile)

BOSTON COLLEGE Chestnut Hill, MA
Bachelor of Science in Management, Concentration in Accounting 2008-2012

EXPERIENCE

CELONIS – *Cloud-based process mining startup; backed by Accel & 83North, ~\$11B valuation* New York, NY (Remote)
MBA Intern Summer 2020

- Designed and executed successful sales strategy for Fortune 500 real estate company, generating \$400k in recurring revenue; framework recognized by leadership as best practice; developed and led implementation training across NE Sales department
- Learned SQL to build ETL pipeline and bring client data into Celonis Cloud for process mining and execution management analysis; identified efficiency opportunities and built value realization and change management plan to capture \$35m in PL impact for Fortune 500 conglomerate

REDRIDGE DILIGENCE SERVICES Los Angeles, CA
Senior Associate 2018-2019
Associate 2017-2018

- Led three-person team in acquisition, restructuring, and lender financial due diligence advisory support; delivered quality-of-earnings analysis, collateral assessment, and financial model review to PE, corporate, and commercial finance clients

Selected Transaction Experience:

- *Restructuring and interim management of media and entertainment start-up:*
 - Uncovered fraudulent accounting at borrower concealing \$2m in operating losses and \$4m in misappropriated funds, resulting in lender appointment of Chief Restructuring Officer (CRO); specifically requested by lender to work directly with CRO in turnaround effort
 - Assessed viability of borrower operations, evaluated business plans and cashflow forecasts underpinning reorganization plans, and advised CRO on funding of mission-critical functions; stabilized operations and achieved 40% YoY operating income improvement in year two
- *Pre-origination diligence on proposed \$14.2m loan to cannabis company:*
 - Analyzed company operations and regulatory developments to assess industry and company-specific risks
 - Identified control of cash risks, providing lender with leverage in negotiations with prospective borrower and resulting in lender receiving additional warrants valued at \$1m and exercisable for nominal consideration
- *Buy-side diligence on \$36m strategic acquisition of environmental services firm:*
 - Conducted quality of earnings analysis to refine valuation period operating results and highlight key cashflow risks
 - Identified working capital needs, concerns regarding future capital expenditures, and normalized valuation period EBITDA adjustments; findings reduced purchase price by 21% and provided buyer with favorable transaction structure

PRICEWATERHOUSE COOPERS, LLP Los Angeles, CA
Senior Associate 2015-2017
Associate 2013-2015

- Designed tailored audit testing approach for real estate discounted cash flow models; approach was approved by the PwC US Real Estate Chief Auditor and implemented by engagement teams in the Los Angeles Real Estate practice
- Served as team lead for real estate audit clients; performed portfolio risk assessments and analysis of underlying discounted cash flow models, property appraisals, loan portfolio valuations, and impairment assessments

ADDITIONAL INFORMATION

- **Certifications:** CFA Charholder, CPA, ARGUS Software Certified (expired January 2019)
- **Interests:** Best Buddies, mentoring, spearfishing, cycling, historical non-fiction, national parks, landscape photography
- **Sailing Circumnavigation (2003 –2007):** Completed circumnavigation aboard a 48-foot catamaran, sailing 27,000 nautical miles and visiting 28 countries, while completing correspondence school requirements