

## **DREW D. PASCARELLA**

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### **Experience:**

2012 – Present **SAMUEL CURTIS JOHNSON GRADUATE SCHOOL OF MANAGEMENT** **Ithaca, NY**  
**AT CORNELL UNIVERSITY**

*Associate Dean for MBA Programs (2019- ), Senior Lecturer of Finance (2018- ),  
Lecturer of Finance (2012-2018)*

Lead all aspects of Johnson's residential MBA programs, including curriculum, admissions, placement, student services, diversity and inclusion, and leadership. Passionate advocate for Johnson and its outstanding students, alumni, and corporate partners.

Lead the Investment Banking Immersion, a practitioner-led program for first year MBA students seeking a career in banking. Build and maintain key investment banking relationships. Counsel students on career, academic, and personal development initiatives. Teach a range of finance-related courses to undergraduate, MBA, and executive MBA students. Deep experience in corporate training. Expert witness.

2014 – Present **VISTA POINT ADVISORS** **New York, NY**  
*Managing Director and Head of East Coast Investment Banking*

Senior advisor to technology clients on strategic and capital raising transactions.

2010 – 2014 **GILLETTE AVENUE ENTERPRISES** **New York & Ithaca, NY**  
*General Partner, Technical Trader*

Active futures trader. Significant experience trading financial indices, currencies, metals, ags, and energy on a technical basis. Develop, test, and trade mechanical and probability-based trading programs.

2001 – 2010 **CITIGROUP GLOBAL MARKETS INC.** **New York, NY**  
*Director, Investment Banking (Technology Group)*

Senior investment banker with extensive client coverage and transaction execution experience. Consistently top-ranked. Led the execution of numerous landscape-changing M&A transactions and assisted clients in raising over \$9 billion of capital. Primary coverage officer - with CEO & CFO relationships - for dozens of technology clients. Heralded for relationship and project management proficiency, integrity, technical mastery, and for consistently providing sound advice to the Firm's top technology clients.

Played central role in Citi's training, career management/mentoring, culture and recruiting initiatives

- Key member of annual Associate Training Program staff. Developed and taught technical and soft-skills training courses to hundreds of new associates
- Mentor to dozens of associates and analysts both formally and informally. Widely considered one of the most sought-after, approachable, interested, and capable mentors in the Bank
- Technology Group Associate Staffer
- Founding Member, Project Passion (Successfully implemented unprecedented initiative to improve Citi's investment banking culture)
- Reviewer and Specialist, Associate Program
- Team Captain, Cornell Recruiting
- Conducted several hundred interviews as a key recruiter for Citi
- Considered go-to resource for senior management on special projects

1995-1999

**GOLDMAN, SACHS & COMPANY**

**New York, NY**

*Project Manager, Information Technology*

- Managed the process of initiating, designing, implementing, and supporting large scale (\$5M+) trading technology systems for Fixed Income, Equities, Foreign Exchange, and Commodities and external Hedge Fund clients
- Matrix managed groups of 5-10 professionals for duration of project
- Major project management functions included development of business requirements, design of system, evaluation and selection of technology, vendor negotiation, coordination of planning and implementation efforts, end-user training, budget reconciliation, and ongoing support
- Project leader for technology aspects associated with Private Client Service regional office expansion, relocation, and development. Technology budgets exceeded \$1M per project
- Created a stronger communication mechanism between sales/trading/research professionals and technologists, translating business needs into technical tasks

**Education:**

**SAMUEL CURTIS JOHNSON GRADUATE SCHOOL OF MANAGEMENT  
AT CORNELL UNIVERSITY**

**Ithaca, NY**

Master of Business Administration, May 2001

Wall Street Journal Student of Finance; Fried Fellow; Class Co-President; President, Finance Club

**JAMES MADISON UNIVERSITY**

**Harrisonburg, VA**

Bachelor of Business Administration, Computer Info Systems, May 1995

*Magna Cum Laude*, Beta Gamma Sigma, Delta Sigma Pi professional business fraternity

**Interests:**

Financial Literacy advancement (Museum of American Finance), travel, fitness and healthy living, golf, skiing

**Certifications:**

FINRA Series 79 and 63