

**XAVIER E. SZTEJNBERG**  
(917) 837-6663  
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## Experience

**McCOMBS SCHOOL OF BUSINESS, THE UNIVERSITY OF TEXAS** **Austin, TX**  
**Lecturer, Finance Department** 2016-Present

- Teach MBA and MPA graduate-level course on advanced corporate valuation and M&A
- Multiple teaching awards including:  
Outstanding Professor (2020 & 2019) and Faculty Honor Roll (2018)

**Director of Wall Street for McCombs (WSFM), Office of the Dean**

- Actively raise McCombs/UT's profile in NYC through increased alumni engagement within the New York for McCombs Board
- Launched WSFM Leadership Program for high-performing BBA, MPA, MSF and MBA students seeking investment banking and private equity roles, primarily in NYC
- Grew WSFM to ~160 students and alumni from 2016-2020
- Launched WSFM Diversity Initiative in 2020 to promote minority placement in industry

**DELL TECHNOLOGIES INC.** **Round Rock, TX**  
**Managing Director, Corporate Development** 2011-2016

Head of M&A integration managing PMO teams based in the US & EMEA.

Head of Corporate Development for Dell's Services and End-User-Computing (EUC) business units.

- Lead executive on all M&A transactions, most without investment banker support
- Evaluated potential acquisitions of private, public or company carve-outs as well as cross-border transactions
- Executed transactions include the acquisitions of Clerity Solutions (sub-\$20M EV) and WYSE Technology (\$1B EV) as well as divestitures such as eServ (sub-\$20M EV)
- Led internal cross-functional Dell teams during due diligence processes
- Expanded investment banking and private equity relationships to grow deal pipeline
- Grew CorpDev function involving hiring and rotating out of professionals at all levels
- Acted as de facto COO--Led staff training, coaching and establishment of development programs as well as implementation of new performance/financial systems and standardization of executive communication - Substantially improved M&A execution capabilities within first 12-24 months

**KURRON CAPITAL, LLC** **New York, NY**  
**Chief Operating Officer** 2009-2011

COO in private equity start-up founded by senior industry executives.

- Set-up New York office, negotiation of company contracts and set-up of operating systems
- Led recruiting and hiring of junior and senior professionals

**THE BLACKSTONE GROUP, L.P.** **New York, NY & London, UK**  
**Managing Director, Corporate Advisory/M&A** 2007-2009

One of two Blackstone senior bankers covering consumer sector for M&A corporate advisory.

- Active business development role in U.S./Europe within the food, beverage, and CPG sectors.
- Conducted M&A and restructuring advisory for P&G, Carrefour and Merisant Worldwide.
- Completed transactions included Borders restructuring by Pershing Square and Folgers' spin-off by P&G



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(CV, Continued)

**Pre-MBA  
Experience**

**PARAMOUNT COMMUNICATIONS, INC.** **New York, NY**  
**Assistant to Chief Financial Officer** 1992-1994

Recruited by Lazard Frères client to conduct in-house M&A support to Chief Financial Officer and Vice President of Corporate Development

- Completed transactions included merger with Viacom and hostile defense against QVC Networks as well as various acquisitions for Simon & Schuster

**LAZARD FRÈRES & CO.** **New York, NY**  
**Financial Analyst, Mergers & Acquisitions** 1990-1992

One of 7 analysts in Generalist M&A and Restructuring Group. Offered 3<sup>rd</sup> Year London position.

- Developed complex financial models for merger, LBO, and restructuring transactions including valuation, discounted cash flow and comparable companies analyses
- Consistently ranked in top tier of analyst class

**Education**

**THE WHARTON SCHOOL OF FINANCE** **Philadelphia, PA**  
**MBA with Distinction, Finance & Accounting** 1996

- Graduated in Top 10% of class. Awarded *Director's List* honors
- Teaching Assistant: Fixed Income Securities

**UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**  
**Dual-Degree Jerome Fisher Program in Management & Technology (M&T)** 1990  
**BSE with Honors, The School of Engineering, Systems Science & Engineering**  
**BS with Honors, The Wharton School, Economics**

- Dual Concentration GPA: 3.73/4.00
- Awarded *Dean's List* honors
- Major Activities: Men's Ski Team and Men's Crew

**Personal**

- Frequent lecturer at The Wharton School on corporate finance and M&A classes as well as networking workshops.
- Longstanding non-profit Board activity including directorships at BoardAssist, Union Settlement of East Harlem, Little Orchestra Society and the Federal Law Enforcement Foundation.
- Dual U.S./E.U. citizenship. Fluent in French. Knowledge of German & Japanese.
- History and military fan. Private pilot. Interests include alpine skiing and SCUBA diving (PADI Advanced Open Water certification).