

Graham Gilbert

Tampa, FL | Chicago, IL

813-668-7855 | ggilbert@G2CapAdvisors.com | www.G2CapAdvisors.com

PROFESSIONAL EXPERIENCE

Sovereign M&A Coaching & Referrals, powered by G2 Capital Advisors

Tampa, FL & Chicago, IL

Founder

December 2022 – Present

- Founded Sovereign M&A Coaching & Referrals to help small business owners navigate the complex world of mergers & acquisitions, avoid common mistakes, and prevent costly pitfalls
- Limited number of engagements at any given time. Emphasis on superior deal execution rather than business development and networking
- Capitalizing on almost 15 years of direct experience to provide unbiased advice to business owners considering a sale as well as referrals to leading investment bankers and business brokers
- Providing support to business owners pursuing add-on acquisitions and counsel to business executives searching for a business of their own to acquire and operate

Large Scale, Private Equity Backed Facility Services Provider

Tampa, FL

Vice President, Head of Corporate Development & Minority Shareholder

September 2021 – Present

- Identify and approach attractive investment opportunities to expand geographic footprint and/or augment existing service offerings
- Negotiate accretive deal structures that achieve sellers' objectives and mitigate downside risks of platform business
- Quarterback diligence and closing process via daily communication with sellers, platform private equity sponsor, platform senior executives, transaction attorneys, accountants, and other third-party diligence providers
- Have successfully closed nine transactions to-date, increasing platform EBITDA 2.5x since joining

Publicly Traded, Regional Commercial Bank

Chicago, IL

Vice President, Senior Underwriter, Financial Sponsors Group

October 2019 – October 2021

- Member of the bank's Financial Sponsors Group catering to lower middle market private equity firms across the United States
- Identified, structured, and underwrote profitable risk-adjusted cash-flow lending opportunities
- Managed and developed team of junior underwriters and communicated directly with the bank's C-suite executives
- Responsible for nine platform investments and multiple subsequent add-ons

Lower Middle Market Private Equity Firm

Tampa, FL

Associate and Senior Associate, Investment Team

August 2016 – October 2019

- Largest and most successful private equity firm in the Tampa, FL market
- Diligenced and underwrote attractive majority control investments in the business services market
- Helped deploy the firm's third fund and assisted in raising the firm's fourth fund
- Closed and managed five platform investments and two successful exits

Boutique Midwestern Investment Bank

Chicago, IL

Senior Analyst, Associate, and Senior Associate, Diversified Industrials Team

October 2012 – July 2016

- Increasing levels of seniority in well-respected M&A advisory firm housed within regional accounting firm
- Advised on sellside transactions ranging from \$70 million to \$130 million of transaction value
- Coverage areas included tiered automotive suppliers and distributors of industrial products

Large Middle Market Investment Bank & Boutique Investment Bank

Chicago, IL & Charlotte, NC

Analyst

June 2010 – August 2012

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EDUCATION

University of Florida

Gainesville, FL

Master of Science in Finance ("MSF")

June 2009 – May 2010

- University of Florida's MSF is one of the leading programs in the United States and consistently places its graduates in top-tier investment banks, hedge funds, and wealth management firms
- Highly selective admission process; 20-25 students in each graduating class
- GMAT: 710

Rollins College

Winter Park, FL

Bachelor of Arts in Political Science

August 2005 – May 2009

- Following parents' divorce senior year in high school, attended Rollins College due to scholarship opportunities. Consistently increased merit-based aid culminating in full scholarship senior year
- Graduated Magna cum Laude with a Major GPA of 3.97/4.00 and overall GPA of 3.86/400
- Completed bachelor's degree requirements in three years. Completed first year of full-time MBA program in lieu of senior year undergraduate curriculum
- Worked multiple on-campus and off-campus jobs to help offset costs

Phillips Academy (Andover)

Andover, MA

Graduate in School's 227th Class

September 2001 – June 2005

- Widely regarded as one of the top three boarding schools in the United States. Graduates include two US presidents
- SATs: 1510/1600 (Math: 760/800, Verbal: 750/800), Math IIC (780), Writing (750)
- AP Exams: BC Calculus (5/5), Statistics (5/5)

SKILLS & INTERESTS

Skills: Financial modeling and data analysis, transaction structuring and diligence, legal document negotiation, portfolio company management

Interests: Girl Dad, avid reader, Chicago sports fan, Florida Gator sports fan, single-digit handicap golfer, adopter and foster of rescue pets, Second Amendment advocate