

# NATHANIEL G. BROGADIR

## Work Experience

### **The Teacher Marketplace LLC, Westport, CT**

*Co-Founder*

Aug 2020-Present

### **delivery.com, New York, NY**

*Chief Business Officer*

Jan 2019-Present

*VP of Business Development & Finance*

Jan 2017-Jan 2019

- Added to executive management team to run partnerships, corporate development, strategy, sales and operations
- Directly responsible for building out new advertising revenue stream from strategy to product implementation
- Developed and structured enterprise relationships with Facebook, Google, Yelp, TripAdvisor and others
- Lead all strategic M&A conversations as well as capital raising initiatives including acquisitions of Mr. Delivery and Foodjunky

### **HookLogic/Criteo (acquired by Criteo for \$250mn), New York, NY**

*Director of Business Development*

2015-2017

- Evaluated and prospected new financial/strategic retail partners including: Instacart, FreshDirect, Sears, Staples, Boxed, etc.
- Leveraged data, analytics and models to calculate revenue potentials and negotiate contracts with senior management
- Responsible for reaching \$200mn revenue goal in 2016 (vs. \$100mn in 2015) including international expansion and partnerships (Criteo)
- Forecasted monthly and quarterly financial planning and analysis for retailer accounts which was distributed to management and investors

### **Post Road Capital Management, Westport, CT**

*Director*

2014-2015

- Investment professionals managing \$65 million long/short equity portfolio and \$30 million venture capital
- Primary responsibilities include: idea generation and investment due diligence incorporating in-depth analysis, modeling, investment write-ups, risk assessment, portfolio rebalancing, and hedging
- Identified TMT equities that vastly outperformed on an absolute and relative basis as well as internet venture investments

### **Citigroup, New York, NY**

#### **Stifel Nicolaus Financial Corporation, New York, NY**

*Senior Associate, Internet & Digital Media Equity Research*

2011-2014

- Concentrated equity research coverage on legacy Internet and Digital media names including:
  - AMZN, DHX, DMD, EBAY, GOOG, GSIC, MDMD, MELI, QNST, YHOO
- Launched new coverage including pre-IPO due diligence, meetings with management and post-IPO initiations and models:
  - AOL, Angie's List, Bankrate, Facebook, Groupon, Kayak, LinkedIn, Liquidity Services, Millennial Media, Netflix, OpenTable, Orbitz, Pandora Media, Priceline, Rocket Fuel, Shutterstock, TripAdvisor, Yume, Zillow, Zulily, Zynga
- Constructed and maintained company models including complete financial statements (historical and projected), valuation/earnings sensitivities, acquisition scenarios, sum-of-parts analysis, SWOT analysis, debt amortization, accretion/dilution scenarios, comparables analysis, and working capital analysis

### **Wolfe Trahan & Company, New York, NY**

*Vice President, Equity Research*

2010-2011

*Research Associate, Airfreight & Logistics*

2008-2010

- Concentrated coverage on express carriers, lessors, and global logistics providers including:
  - U.S.: UPS, FDX, AAWW, R, EXPD, CHRW, FWRD, LSTR, UACL, UTIW European: TNT, DPW, KNIN, PWTN
- Tracked international and domestic demand trends as well as global airfreight and ocean container capacity
- Calculated GDP, industrial production, fuel price correlations and regressions to volumes and movements in stock prices

### **PNC Financial Services Group, New York, NY**

*Financial Analyst, Corporate and Institutional Bank Division*

2007-2008

Performed valuation analysis on companies with focus on capital structure and various debt placement opportunities

- M&A Deal Experience: PNC's acquisition of Yardville National Bank

## Education

### **University of Pennsylvania, Philadelphia, PA**

May 2007

Bachelor of Arts in Economics, Graduated *cum laude* with 3.5/4.0 GPA

Extracurricular: Zeta Beta Tau Fraternity, Penn Ski Team, Phi Gamma Nu Business Fraternity, Class Treasurer, Intramural Sports

### **University of New South Wales, Sydney, Australia (*semester abroad*)**

Fall 2005

Concentration in international economics; full-time internship at Commonwealth Bank of Australia (Sydney) as a Financial Analyst

## Board Seats, Current Activities, Interests and Additional Information

Series Qualifications: 7, 63, 86, 87

Computer Skills: Excel, Word, PowerPoint, Bloomberg, CapIQ, FactSet, EDGAR, CallStreet, Lionshares, IBIS World, Adobe Acrobat

Hobbies: Penn Alumni Interview Program, Skiing, Golf, Tennis, Travel, Investing, Entrepreneurship

Board Member: Zaelab, Crealytics