

Rob Downing

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Summary: Former Navy pilot with extensive leadership experience. Compiled a successful record working with a variety of financial and service companies by quickly grasping underlying business concepts and leveraging key relationships. Ideally positioned for managerial role in operations, sales or business development.

Professional Experience:

DOWNING & COMPANY, Osterville, MA

2002 to present

Financial analyst for a boutique investment banking firm specializing in private placements and tax exempt debt transactions.

- Designed dynamic deal model and summary incorporating multiple call dates, payment-in-kind provisions, equity-like features and ongoing operational revenue forecasts.
- Participated in all aspects of negotiations between borrower and lender.

FIDELITY INVESTMENTS, Boston, MA

2000 to 2002

Fidelity CAPITAL – *Project Manager in two-year management rotation program, which placed high impact managers in a series of entrepreneurial roles at Fidelity CAPITAL portfolio companies. Assignments included:*

Financial Services Marketing

- Overhauled pricing model for **Fidelity Charitable Gift Fund**, incorporating input from across the organization. Created and implemented communications plan, minimizing negative reaction from customers and media. Generated \$1 million in additional revenue from existing accounts.
- Assisted with implementation of instant messaging function for **Fidelity Investments Life Insurance Co.** website. Standardized competitive analysis of online annuity offerings.

Operations and IT management

- Designed and released online sales system for **start-up insurance brokerage**, saving over \$50,000. Identified and documented business requirements easily understood by system developers. Managed selection process for back office software and recommended possible options to senior management.
- Created workflow analysis for online applications at **Fidelity Investments Life Insurance Co.**

Financial Analysis

- Analyzed financial statements of acquisition prospect for **BostonCoach** as part of due diligence process. Collaborated in generating several valuation scenarios. Managed production of presentation to senior Fidelity management.
- Quantified impact on current customer base of marketing partnership program. Designed discount levels that were attractive to both **BostonCoach** and its partner.
- Performed extensive quantitative analysis on 27,000 **Gift Fund** accounts.

UNITED STATES NAVY

1989 to 1997

Aircraft commander on search and rescue (SAR), shipboard and international logistics missions.

Naval Air Facility, Mildenhall, RAF Mildenhall, England, UK

1995 to 1997

Operations management. Administrative Officer

- Managed department of six, charged with personnel, security and communications issues.

Project management. Assistant Operations Officer

- Led logistics planning and operations for over 300 missions with a 95% completion rate.
- Coordinated long-term scheduling, diplomatic clearances and VIP handling.

Helicopter Combat Support Squadron 5, Anderson AFB, Guam

1991 to 1995

Operations management. Division Officer

- Led 24-person division responsible for daily maintenance of twelve \$6 million helicopters and upkeep of hangar facilities and support equipment.
- Increased qualification rates by 400%, dramatically improving readiness level.
- Initiated facilities improvement program, reducing engine repair expenditures by 50%.
- Managed 20-person/two aircraft detachment deployed to Japan and at sea.

Project management. Assistant Operations Officer

- Created daily flight schedule, balancing mission demands with available aircraft, crews and funds. Scheduled 8,000 flight hours worth \$1.6 million.
- Integrated SAR requirements into complex amphibious assault plans.
- Conducted over 25 SAR and medevac missions.

Technology management. Test and Instructor Pilot.

- Designed and implemented night vision goggle training program.
- Certified aircraft safe-for-flight. Qualified in five aircraft types.
- Evaluated and trained fellow pilots on aircraft and mission procedures.

Other work experience

PHILADELPHIA INTERNATIONAL AIRPORT (PHL), Philadelphia, PA

1999

- Researched automatic vehicle identification systems and commuter subsidies to reduce airport traffic and parking congestion.

FORRESTER RESEARCH, Cambridge, MA

1998 to 1999

- Researched and recommended service extension options and acquisition targets.

Professional Certifications

NASD Series 7 brokerage license.

Education

MBA, Babson College, Wellesley, MA. (2000).

BA (*international studies*), Johns Hopkins University, Baltimore, MD. (1988).

Other Interests

Lieutenant Commander, U.S. Navy Reserves, attached to Naval War College, Newport, RI.

Youth wrestling and lacrosse coach.

Expert skier and advanced SCUBA diver.