

EXPERTISE / SKILLS**Corporate FP&A / Operations**

- Financial Planning activities associated with Close of Month/Quarter/Year
- Forecasting / Capital Budgeting & Planning / KPI
- Productivity / Performance Improvement
- Business Unit Financial Controller
- Budget / Plan Variance Analysis
- Decision Analysis – R&D and Marketing ROI, IRR, MIRR; Project Finance, Portfolio Management
- Design and implementation of new systems, tools and processes in enterprise
- Setting up of Quarterly and Annual Operating Planning Processes
- Presentations to/for Board / Senior Management (BOD)
- Proficient in Advanced Excel, Pivot Tables and Data Analysis & Presentation Tools
- Systems: Oracle, Hyperion System 9, Essbase, HFM, Pillar, MS Access, MS Project

Corporate Development / M&A / Strategy / Investment Banking

- Analysis of Strategic Alternatives – Make vs. Buy vs OEM vs Partner
- Valuation for VC funding rounds, IPOs, mergers, acquisitions, investments, projects
- Optimization of capital structure and advisory on various types of equity & debt options, buyback, leveraged recap, dividend policy
- Ad Hoc analysis: Reduction in Force (RIF), restructurings, divestitures
- Strategic advisory on capital raising & funding rounds for start-ups and recapitalizations
- Analysis of capitalization tables (cap tables), dilution and anti-dilution strategies
- Structuring minority investments
- IPO Preparation
- Best practices for achieving operational and capital structure efficiency
- Contract Negotiation / Risk Mitigation

Marketing / Pricing / Product / Project Management

- Business case development for NPI (New Product Introduction) for product launches
- Pricing and Positioning for new and existing products through life cycle (PLM)
- Product Life Cycle Management – leading cross-functional product management teams from inception to launch to optimal profitability to end of life
- Schedule / Integration / Risk & Scope Management
- Coaching of sales teams in selling value proposition at various stages
- Structuring strategic offerings for products and bundled package offerings including software, hardware and services & financing
- R&D portfolio management to ensure adequate investments and market positioning for new products, existing offerings
- Team Development & Leadership

EDUCATION

- University of Oxford, UK – MBA, 2004
- University of Pennsylvania, USA - B.S. Economics (Wharton) , B.S. Electrical Engineering Minor: Mathematics, 1995 Benjamin Franklin Scholar, Phi Beta Delta Honor Society
- McGill University, Canada - Candidate for B.S. Electrical Engineering (Honours) – Transferred to UPenn
- Passed Chartered Financial Analyst (CFA) Examination Levels I and II

EXPERIENCE**Manager, Strategic & Long Range Planning****Globalfoundries, CA****9/16 - present**

- Develop long range planning tools, forecasts and business cases for efficient capital allocation
- Evaluate and assist in negotiations on strategic initiatives
- Work with CFO and senior management to advise board and investors on strategic and financing alternatives
- Principal advisor on the recently announced expansion into China, partnering with the Chengdu government on a new fab

Principal, Investments & Advisory**RE Holdings, CA****7/11 – 8/16**

- Managed a real-estate focused investment portfolio seeking to capitalize on yield capture and price appreciation
- Consulted and advised CFOs and entrepreneurs on structuring financing rounds with venture capitalists and strategic investors (valuation, capitalization / dilution analysis, recommendations on recapitalizations, liquidity preferences, debt / convertibles / equity restructurings etc.)

Rajesh Sethi

(408) 416-1458 mr.rajesh.sethi@gmail.com

- Provided clients strategic and analytical advice in preparing, writing and improving business plans. Provided operational guidance for optimizing profitability through more effective use of systems and on development of processes to increase asset and resource utilization and overall efficiency
- Other: Guest lecturer at UC Berkeley China Scholar Program – advisor to delegation from Government of China on Business Practices and Controls; author of several articles on valuation analysis and investor considerations for SBC (stock based compensation)

Director, Financial Planning & Investment Analysis Marvell Semiconductor, CA

6/06 – 2/11

- Managed FP&A department of approximately 15 managers & analysts as the company increased from a ~\$2.0b revenue run rate to ~\$3.5b/yr
- Overhauled Marvell's entire financial planning & strategy framework, designing and implementing a new planning system (Hyperion Essbase/System9) and reporting methodologies for BU measurement to obtain segment P&L's for the first time; helped design and implement new QOP, AOP processes along with new long term strategic planning and target setting processes
- Oversaw financial planning, budgeting, forecasting & quarterly close activities. Conducted monthly/quarterly cost/expense/inventory reduction task forces; conducted capital budgeting analysis for new facilities/tools/equipment; Developed metrics, KPI scorecards for BU's, improved operational processes, analytical and reporting tools and engaged senior management in their deployment and use
- Set up the company's M&A evaluation and project ROI processes; Notable deals: acquisition of Cellular Handset Group from Intel, acquisitions of PicoMobile, Iamba, certain assets from Skyworks and several others. Worked with bankers to refinance/restructure \$400b debt facility and maintain adherence to debt covenants
- Actions helped improve Marvell's operating profile – E/R (Expense to revenue) reduction by over 10pts, GM% increase by over 6pts, nearly doubling of inventory turns

Corporate Development Executive Corporate HQ, IBM, NY

10/04 – 6/06

- Supported Systems & Technology group (~\$25B) in managing and coordinating all manner of corporate development related activities including analysis of acquisitions, divestitures, investments and JVs; Evaluated BU and Division strategy, conducting make vs. buy analysis, identifying potentially relevant deals or opportunities. Notables: the acquisition of Equitant, launch of the Open Invention Network - a consortium of key industry players to acquire & protect open source IP, along with evaluation of numerous other strategic and financial initiatives
- Provided recommendations on modifying IBM's capital structure to reduce cost of capital & increase return to shareholders through use of leveraged share buybacks, dividend strategies & divestitures (some of which were later adopted)

Sr. Product and Pricing Manager, Marketing Finance Storage Systems Division, IBM, CA

2/98 – 9/03

- Head of department in charge of structuring, pricing and bringing to market new hardware, software products, services & offerings for ~\$4b division, managing staff of eight (joined dept 2/98 as Pricer – promoted 4/01)
- Monitored quarterly price/margin trends, approved special bid pricing, designed promotions, rebates and other incentives, designed marketing materials and prepped salesforce on key value/selling propositions for new products
- Responsible for developing multi-billion dollar business cases in support of expending development and capital budgets in excess of \$500 million and maintaining a balanced portfolio of investments; Lead pricer for Enterprise Storage Server (Shark) - ~\$2b key product for division; Strategic and financial lead for the acquisition of Mylex (~\$240m)
- Advised and analyzed strategic alternatives for the Storage Technology division; activities eventually led to the sale of the IBM disk drive business to Hitachi for ~\$3billion

Robertson Stephens (acquired by Bank of America)

7/95 – 1/98

Associate / Analyst - Investment Banking, San Francisco, California

- Worked on all aspects of deal process in private placements, IPOs, follow-on and convertible debt offerings, and mergers & acquisitions, performing valuation, accretion/dilution, discounted cash flow & LBO analysis
- Notable clients included Etec (later acquired by Applied Materials), Candescant Technologies, NeoMagic, Adaptec, and Rambus