

ADELIN- EMANUEL TRUȘULESCU

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EXPERIENCE

goetzpartners Corporate Finance 07/2011 – Present

M&A Director (*previously Associate Director, Associate, Analyst*) London, UK and Munich, Germany

- Sourced and executed over 30 successful M&A transactions across multiple sectors, with a strong focus on Technology with deal values ranging from a few million to multi-billion Euro
- Selected Transactions (chronological):
 - Acquisition of VitalQIP for Cygna Labs backed by Invision and VR Equitypartner
 - Acquisition of NCC Group's DDI business for Cygna Labs
 - Sale of Assyst Group, a portfolio company of Pinova Capital, to Style3D
 - Acquisition of evidanza AG for Carlyle backed CSS AG
 - Acquisition of Studienkreis from IK Investment Partners for GoStudent
 - Sale of a majority stake in Audioteka (backed by Giza Venture) to Wirtualna Polska
 - Sale of streetwear retailer Asphaltgold to Arklyz Group
 - Acquisition of Telroth for Aurelius' growth investment portfolio company G&N
 - Acquisition of a majority stake in N3K for Invision
 - Acquisition of psg procurement services for EPSA Groupe
 - Acquisition of Saal Digital for Ardian
 - Acquisition of COMPAREX from Raiffeisen Informatik for KKR-backed SoftwareOne
 - Sale of Merck KGaA's global Consumer Health business to Procter & Gamble for EUR 3.4bn
 - Acquisition of DeTeWe by Ostertag, a portfolio company of VR Equitypartner (DZ Bank)
 - Sale of POOL4TOOL to JAGGAER (formally SciQuest), a portfolio company of AKKR
 - Sale of Ticketpro to Ticketmaster, a Live Nation company
 - Acquisition of a minority stake in Berlin Brands Group for Ardian
 - Acquisition of GFKL Financial Services by Permira
 - Sale of travel publicly listed SaaS provider iFAO to Amadeus for EUR 49m
 - Acquisition of Scout24 by Hellman & Friedman for EUR 1.5bn
 - Sale of Avenso to EQT
 - Sale of a stake in an undisclosed eCommerce player to a financial investor
 - Sale of Media Regionalne Mecom to Polska Press (Verlagsgruppe Passau)
 - Sale of Petroplus' German assets to Gunvor Group (Asset Deal)

Boston University: School of Management (Questrom School of Business) 09/2009 – 05/2021

Teaching Assistant

Boston, USA

- SM222: Modeling Business Decisions and Market (2 semesters)
- SM221: Probabilistic and Statistical Decision Making for Management (2 semesters)

Citigroup 10/2010 – 12/2010

Off-cycle Analyst – Syndicated Loans / Leveraged Finance

London, UK

- Selected Transactions:
 - Nestle €5bn revolving facility refinancing
 - Debt refinance for two telecommunications companies in Africa

HSBC 06/2010 – 08/2010

Summer Analyst – EM Structured Products

New York, USA

Knob Hill Partners 09/2009 – 05/2010

Private Equity Analyst (Working Student)

Boston, USA

EDUCATION

Politehnica University of Timișoara 10/2016 – Present
Faculty of Management in Production and Transportation *Timișoara, Romania*

Doctor in Engineering and Management

Thesis: Business Valuation Across the Industry Life Cycle: Focus on Internet-Enabled Business

Politehnica University of Timișoara 09/2015 – 05/2016
Faculty of Management in Production and Transportation *Timișoara, Romania*

Master in Entrepreneurial Management in Business Administration

Thesis: Basis and Drivers of Business Valuation in Online Retail

Cumulative GPA: 9.93/10.00; Master Thesis grade: 9.25/10.00

Boston University 09/2007 – 05/2011
School of Management (Questrom School of Business) *Boston, USA*

Bachelor of Science in Business Administration

Summa Cum Laude (First Class) Cumulative GPA: 3.77/4.00

- Dual Concentration in Finance & International Management; Minor in Economics
- Accolades: Awarded Top International Management Concentrator; Dean's List; International Honor Society Beta Gamma Sigma; Financial Executives International Scholarship Award Recipient; London Study Abroad Program; Active membership in the Finance and Private Equity student clubs and Student Government

Comfort High School: Ayusa study abroad scholarship 09/2006 – 05/2007
Cumulative GPA: 3.75/4.00 *Comfort, USA*

National College of Banat 09/1996 – 05/2006
High School, Secondary, Primary (first in during all high school years) *Timișoara, Romania*

AWARDS AND MEMBERSHIPS

Finalist in the 2011 New England Investment Research Challenge 2011
(CFA Institute Global Research Challenge)

Elected Class Representative in the School of Management Student Government 2009-2011
and subsequently School of Management Representative in the
Boston University Student Government

Finalist in the 2010 New England Investment Research Challenge 2010
(CFA Institute Global Research Challenge)

Joined Beta Gamma Sigma international honor society 2010

Financial Executives International Scholarship Award recipient 2010

Designated one of the Top 300 Outstanding Students of America 2007

Placed 3rd in Mathematics Competition at the state level in Texas, USA 2007

LANGUAGES AND HOBBIES

Languages: Romanian – Native; English – Fluent (C2); German – Fluent (C2)

Hobbies: Technology, Skiing, Running, Reading, and Traveling