

ETIENNE DESLAURIERS

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Accomplished Executive with domestic and international experience in M&A, Corporate development, Operations and General Management.

EXPERIENCE

Benchmark International
Senior Director

Nashville, Tennessee
Since Oct 2021

Hired in 2021 to build a second team for the Tennessee office and support the rapid growth of the group in the US. Benchmark International is a leading M&A sell-side advisor dedicated to the Middle Market with 14 offices in the US, Europe and South Africa.

Key Results:

- Successfully closed 35 deals in 37 months, generating \$15m in Revenue.
- Hit all the annual targets.
- Contributed to the steady growth of the Nashville office and its leading position within the group.

Responsibilities & Highlights:

- Management of a team of 10 with direct reporting to the shareholders.
- Member of the Senior Leadership Team.
- Oversight of the clients' on boarding operations, marketing campaigns and closing process.
- Direct involvement in negotiations with clients, buyers and advisors.
- Portfolio of 90+ companies active in various industries (Manufacturing, distribution, services, media).
- Deal size: \$1m to \$50m, including cross-border operations (Europe, Canada).
- Involved in the hiring and training process of the team.

Nash Equilibrium LLC
CEO

Franklin, Tennessee / Nancy, France
Feb 2012 – Aug 2021

Mandated in 2012 as CEO of a sawmill and log trading company based in France. (40 employees, 10M€ in Revenue, 1M€ Net income).

Key Results:

- Conducted the acquisition operations and integration of the target.
- Redeveloped the company from severe financial losses to strong and sustained bottom-line profitability.
- Grew revenue by 500% in 5 years by executing a series of business development initiatives that expanded international sales, opened new markets, and built new distribution channels.
- Renegotiated bank lines of credit and obtained more favorable terms at reduced rates, improving cash management and securing funds for company growth.

Responsibilities & Highlights:

- General Manager. Full P&L responsibility including reporting and liaison with the shareholders, auditors, government agencies (including tax administration).
- Corporate development: built from scratch and manage directly the Asian market for the company (40% of the revenue) with direct interactions, including regular field trips, with established clients, local intermediaries and prospects. Actively developed and managed the North Africa portfolio.

- Corporate finance: direct management of all bank relationships including cash management, negotiating of new credit lines and facilities, trade and project finance.
- Human resources: direct supervision of all hiring processes and company's HR organization (40 employees).
- Government Relations Management: active lobbying and promotion of the company and its activities with specific attention given to fundraising and public subsidies.

Crédit Mutuel - CIC (Corporate Finance Department)

Vice- President – Head of Large Caps Structuring team

Paris, France

May 2005 - July 2009

- Managed a team of 10
- Specialized in structuring and negotiating of complex credit facilities for the key account clients of the group (Group portfolio of 300 listed European and US companies)
- Conducted negotiations of major European operations (from 20M€ to 35bn€)
- Acquisition financing, Public to Private, debt restructuring
- Coordinated the preparation of marketing materials
- Managed relationships with banks and securities services providers
- Worked closely on a daily basis with senior management and credit committee

Ernst & Young

Senior Consultant

Monte-Carlo, Monaco

Feb 2001 - March 2005

- Conducted tax & legal due diligence assessments for private equity funds
- Drafted due diligence reports
- Drafted legal documentation related to M&A operations, including Sale & Purchase Agreements, Shareholders Agreements and related security documentation
- Drafted legal opinions related to Private Banking activities, real estate operations, Tax Planning

ADDITIONAL INFORMATION

- Languages: French (Native), English (Fluent)
- Worked and lived in the USA, France, Monaco, Hong Kong, Dubai and Phnom Penh
- Authorized to live and work anywhere in the US and European Union
- Open to relocation

EDUCATION

The Hong Kong University of Science and Technology (HKUST)

Master of Business Administration (MBA)

Hong Kong, China

Aug 2009-Nov 2011

Université de Montpellier

Master of Laws (LLM)

Montpellier, France

Sep 1995-Aug 2000

University of Virginia – Darden School of Business

Business Strategy Specialization (Online)

USA

July 2021

University of California – Irvine

Project Management Specialization (Online)

USA

Aug 2021