

# Alexander Berman

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## EDUCATION

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### Temple University, Fox School of Business

*Ph.D. Candidate in International Business & Strategic Management*

Expected: May 2020

- Cumulative GPA 3.94; All-But-Dissertation (ABD): Passed Screening Exam in 2016; Completed Required Coursework in 2017; Passed Comprehensive Exam in 2017
- Research Interests: Entrepreneurship; Innovation; Culture & Economic Outcomes; Language & Gender Studies in Management; Global Governance; Industrial Economics

### Boston University Graduate School of Management, Boston, MA

*Master's in Business Administration, concentration in Finance*

May 2014

- Cumulative GPA 3.89 HIGH HONORS, Recipient of the LEAD Fellowship award
- Uniform Investment Adviser Law Examination / NASAA Series 65

### Cornell University, Ithaca, NY

*Bachelor in Applied Economics and Business Management, CUM LAUDE*

January 2002

- Cumulative GPA 3.61. Varsity member of the university's wrestling team
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## PUBLICATIONS

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- Berman, Mudambi & Shoham (2017): "Language Structure and its Effects on Innovation", *Academy of International Business Insights*. Vol. 17, no. 4, 2017
  - Mudambi & Berman (2016): "Why 2016 Will be the Year of the Deal", *Philadelphia Business Journal*, 26/2/2016, pages: 18-32
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## WORKING PAPERS

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- Berman, Mudambi & Shoham: "Linguistic Structures and Innovation: A Behavioral Approach". *Target Journal: Academy of Management Journal*
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- **Berman & Mudambi:** “External Determinants of Entrepreneurship: A Study Evaluating the Effects of Policy Action and Financial Product Innovation on Entrepreneurial Strategies in the Registered Investment Advisory Industry”. *Target Journal: Strategic Management Journal*
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## EARLY STAGE RESEARCH PROJECTS

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- **Berman, Mudambi, Shoham** “The impact of gender on IB: an integrative review”. *Target Journal: Journal of International Business Studies (Special Issue)*
  - **Berman, Choi, Mudambi** “Legal Origins and Operative Institutions as Determining and Moderating Elements of Entrepreneurial Outcome” *Target Journal: Journal of International Business Studies*
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## CONFERENCES

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- **SMS Paris** (Scheduled for September 2018): *Paper to be presented: “External Determinants of Entrepreneurship: A Study Evaluating the Effects of Policy Action and Financial Product Innovation on Entrepreneurial Strategies in the Registered Investment Advisory Industry”*
  - **SMS Banff** (2017; *Chair of the “Cognitive Perspectives on Innovation” session*): *Presented Paper: Berman, Mudambi & Shoham: “Linguistic Structures and Innovation: A Behavioral Approach”*
  - **AIB Northeast** (2017): *Presented Paper: Berman, Mudambi & Shoham: “Linguistic Structures and Innovation: A Behavioral Approach”*
  - **IBEGIN Venice** (2017): *Presented Paper: Berman, Mudambi & Shoham: “Linguistic Structures and Innovation: A Behavioral Approach”*
  - **DRUID Academy** (2017): *Presented Paper: Berman, Mudambi & Shoham (2017): “Language Structure and its Effects on Innovation”*
  - **AIB Northeast** (2016): *Presented Paper: Berman, Mudambi & Shoham (2017): “Language Structure and its Effects on Innovation”*
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## TEACHING EXPERIENCE

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- **BA4101 Global Business Policies** (undergraduate capstone strategy course). Scheduled to teach the course during the summer of 2018. Instructor of record
  - **IB3101 Fundamentals of International Business** (undergraduate capstone IB course). Taught several course sessions during 2017 and 2018 as a substitute lecturer
  - **BA5001 Global Business Policies** (MBA course). Taught a session in 2017 as a substitute lecturer
  - **2018 International Business Pedagogy Workshop** at Georgia State University. Thematic Track: International Entrepreneurships. (Certificate of Completion)
  - **2016 Pedagogy and Faculty Development Workshop** at Georgia State University. Thematic Track: International Business. (Certificate of Completion)
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- Fox PhD Teaching Academy Workshop (Certificate of Completion)
  - Fox Online Teaching Workshop (Certificate of Completion)
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## REVIEWER FOR JOURNALS & CONFERENCES

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- Journal of Economics and Business (2018)
  - Journal of International Management (2018)
  - EMS Conference (2018)
  - DRUID Academy Conference (2017)
  - SMS Banff Conference (2017)
  - AIB Northeast Conference (2017)
  - AIB Northeast Conference (2016)
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## AWARDS & GRANTS

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- Temple University Presidential Fellowship (Ph.D. Program)
  - Second prize winner in the 2016 Annual School-Wide PhD Program Research Competition (First-Year Research Proposal)
  - Recipient of the CIBER International Business Research Award/Grant (2016-2017)
  - Recipient of the Young Scholars Interdisciplinary Forum Award/Grant (2016-2017)
  - Recipient of the “overall high pass” marking in 2015-2016 Ph.D. annual evaluation (included a performance-based monetary award)
  - Recipient of the “overall high pass” marking in 2016-2017 Ph.D. annual evaluation (included a performance-based monetary award)
  - CIBER Research Fellowship (summer 2017)
  - Recipient of the Rajan Scholarship Award for research in International Business (2018-2019)
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## PROFESSIONAL EXPERIENCE

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**BAIS Enterprise LLC, Pomona, NY**

2014 - Present

*Managing Director*

- Founded BAIS in 2014. The firm is profitable every year since 2015
  - Design and manage custom-tailored investment portfolios on behalf of the firm's clients
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## ALEXANDER BERMAN

- Provide financial planning and estate management services to high net worth families
- Offer consultations to corporate clients in regard to cash management, risk hedging, and expansion tactics

### **The Goldman Sachs Group, Inc. (Asset Management division), New York, NY**

2010 to 2012

#### *Vice President*

- Senior analyst and a member of the High Yield portfolio management team
- Corporate bond Industry experience included covering metals and mining, paper, commercial services, homebuilding, and building materials sectors
- Led the effort to identify opportunities in the convertible securities market

#### Responsibilities:

- Analyzed new and secondary outright corporate credit ideas and monitored existing holdings
- Researched relative value and capital structure arbitrage investment opportunities
- Performed analysis of distressed, convertible, and equity investment ideas for the multi-strategy fund
- Modeled historic performance, future forecasts, and value calculations, and prepared sector and company specific research and reports
- Performed on-site due diligence, and established and maintained relationship with companies' executives
- Introduced opportunities in the convertible securities market to the High Yield corporate credit group, and assisted in the subsequent integration of related ideas into the group's strategy
- Trained and supervised a junior analyst in performing fundamental credit research and investment analysis
- Interviewed prospective candidates to the corporate bond group's analyst positions

### **Barings LLC (former Babson Capital Management LLC), New York, NY**

2002 to 2010

#### *Director*

#### High Yield Corporate Bond Group (~50% of work time commitment):

- Hired as an analyst in 2002; promoted to Associate Director in 2005; promoted to Director in 2009
- Industry experience included covering gaming, lodging, leisure, technology, homebuilding, building materials, general manufacturing, telecommunication, and airline sectors

#### Responsibilities:

- Researched new and secondary corporate bond ideas, and monitored existing holdings
- Structured credit arbitrage positions and trades
- Modeled historic performance, future forecasts, and value calculations
- Prepared sector and company specific research and administrative reports

#### Convertible Arb Fund / Multi-strategy Hedge Fund / Global Macro Hedge Fund (~40% of work time commitment):

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- Following the launch of the company's convertible arbitrage hedge fund during March of 2003, I was selected as a primary analyst to assist portfolio manager in evaluating convertible positions and trades. Given the squeeze-out of relative value from the convertible arb strategy in 2004/2005, the fund, over time, evolved into a multi-strategy portfolio with holdings in corporate bonds, convertible securities, and common stocks. In 2007, with increased focus on the global macro strategy, my responsibilities shifted to assisting our Global Macro fund manager in evaluating positions in global equities

### Responsibilities:

- Researched outstanding straight bonds, convertible securities, and common stocks across various markets and sectors in order to identify new investment opportunities
- Performed credit analysis and enterprise evaluation of existing holdings
- Evaluated new convertible deals from the outright and arbitrage perspectives
- Conducted a top-down analysis of global macro themes, channeling those down to specific investable ideas
- Key contributor to the defensive repositioning of several funds in 2007, which led to the strong outperformance of these funds during the following recession
- Trained and supervised junior analysts in performing fundamental research and investment analysis
- Assumed and maintained one of the leading roles in the integration process of the newly acquired Global Macro strategy. Assisted in the development of the Global Macro team and in the process of managing and marketing of the related funds
- Participated in on-campus College recruiting functions. Interviewed prospective candidates for the company's analyst, trading, and marketing positions

### Israeli Private Equity, Mezzanine, Venture Capital, and Turnaround Funds (~10% work time commitment):

- Maintained full coverage of the company's investments into Israeli Private Equity, Mezzanine, Turnaround, and Venture Capital Funds. Represented Babson Capital as the official member of the 6-seat Board of Directors of one of the best performing money management firms in Israel

### Responsibilities:

- Conducted analysis of the Israeli economy and its capital markets
- Performed research and evaluation of funds' holdings
- Communicated with general partners on new and existing deals and capital allocations
- Participated in the board meetings and conference calls

## **Merrill Lynch & Co. Inc., New York, NY**

Summer of 2001

### *Debt & Equity Analyst (summer intern)*

### Rotations:

- NASDAQ (3 weeks): Assisted in sales and trading of common equities. Conducted company and index research and presented it to senior managers

## ALEXANDER BERMAN

- Global Principal Investments (3 weeks): Participated in property valuation and Due Diligence analysis. Conducted market research to assess property value
- Structured Finance (3 weeks): Performed notes valuation, subordination of note classes, and credit enhancement procedures
- Emerging Markets (1 week): Assisted in sales and trading of Latin American corporate and sovereign debt

### **Israeli Air Force, Petah Tikva, Israel**

1994 to 1997

#### *Sergeant*

- Completed basic training in December of 1994 (Private:1994-1995; Chief Private:1995-1997; Sergeant: 1997)
- Participated in various functions of the Education Office of the Israeli Air Force. Worked closely with senior officers in managing educational possibilities in the Israeli Army
- Traveled for international wrestling events. Excellent record upon release

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## **ACTIVITIES & CULTURAL COMPETENCIES**

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- Trilingual: Fluent in Russian and English, proficient in Hebrew
- Wrestling: 2 time collegiate All-American, 3 time World Championship participant
- Other: Beta Gamma Sigma Honor Society. Accomplished guitarist