

# Peter Thompson

630-484-3814

<https://www.linkedin.com/in/peter-thompson1/>

pthomp23@nd.edu

## Education

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### University of Notre Dame, Mendoza College of Business

*Master of Business Administration Candidate, Finance and Investments concentrations*

Notre Dame, IN

May 2024

- President – MBA Investment Banking Club
- Academic Fellowship Recipient

### CFA Institute

*Level II Candidate (Passed Level I Exam, Top 5%)*

Chicago, IL

Present

### Indiana University, Kelley School of Business

*Bachelor of Science, Major in Finance and Technology Management*

Bloomington, IN

May 2016

## Experience

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### Citigroup

*Investment Banking Summer Associate*

Chicago, IL

June 2023 – August 2023

- Assisted with a sell-side M&A process; performed advisory due diligence and preliminary financial analysis
- Collaborated with senior bankers to draft teasers and confidential information memorandums for client engagements
- Performed valuation analysis leveraging DCF, comparable companies, and precedent transactions methodologies

### Oracle Corporation

*Director – Corporate Strategy*

Chicago, IL

June 2021 – August 2022

- Led a team of 8 to advise leadership on growth strategies for Oracle's \$1.2B North American Cloud (NAC) business
- Developed go-to-market strategies, operating models, and corporate partnerships to drive \$92M in new revenue
- Created detailed financial models and operating review decks for Oracle's President by synthesizing 1M+ records
- Constructed cross-selling strategies to increase average annual recurring revenue per customer by \$186K
- Maintained active sector dialogue to stay ahead of sector trends and appropriately adjust Oracle's cloud strategy

*Senior Manager – Cloud Technologies*

September 2019 – June 2021

- Fostered relationships with 18 CIOs from Fortune 500 companies to originate new business
- Conducted a series of roadshows to present Oracle's strategic advantages, resulting in \$28M+ in cloud consumption
- Provided analytical support during the due diligence process, ensuring information was communicated clearly
- Assisted Oracle's President with analyses of operating models to restructure the NAC organization
- Implemented a new alignment structure and cloud consumption framework, increasing sales pipeline by \$180M

*Account Manager (prev. Business Development Consultant)*

July 2016 – September 2019

- Advised Fortune 500 & Fortune 1000 companies on digital transformation strategies
- Partnered with C-Suite clients on their company's cloud journey, helping to reduce overall IT spend by ~\$42M
- Completed capital budgeting models to efficiently allocate clients' capital to \$10M+ software investments
- Oversaw the drafting process for client presentations to ensure deadlines were met and deliverables were error free
- Mentored Business Development Consultants; 75% of mentees were promoted to Account Managers

### Biome Analytics

*Corporate Advisory, Part-Time External Consultant*

Chicago, IL

December 2019 – June 2021

- Partnered with Biome Analytics' leadership team to create operating growth forecasts
- Identified \$8.2M in capital needed to fund expansion plans over a 3-year horizon
- Conducted industry analysis and researched healthcare IT companies to evaluate industry dynamics and sector trends

## Volunteer Activities and Interests

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### Shedd Aquarium Auxiliary Board

*Auxiliary Board Member*

Chicago, IL

May 2019 – July 2021

- Raised funds for the aquarium's exhibits, research, and education programs; Achieved the Board's goal of \$250K
- Educated the Chicagoland community on the Shedd Aquarium's conservation efforts for ocean habitats

### Interests

- Podcasts (*Invest Like the Best* is a favorite), Euchre, Movie Enthusiast, Water Skiing, Monopoly