

# Zach Brauer

## PROFESSIONAL EXPERIENCE

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### Pivot Education LLC (URL: [Modelingforventure.capital](http://Modelingforventure.capital))

Founder

Global

March 2020 – Present

- Developed multiple online courses on modeling for venture capital. Courses are offered to venture investors, company operators, venture support staff, and those seeking to enter the start-up ecosystem
- Taught to over 250 students across 16 countries through seminars, multi-week courses, and speaking events
- Guest lectured for MBA students at the University of Chicago and Columbia
- Worked with venture associations including AMEXCAP, Black VC, VCFamilia, and On Deck Angles

### Blue Cross and Blue Shield of Minnesota

Senior Corporate Development / Corporate Venture Analyst

Eagan, Minnesota

August 2018 – September 2021

- Supported the enterprise in transactional work, including mergers and acquisitions, joint ventures, divestitures, venture capital investing, and investing in private equity / venture capital funds

### Select Experience:

- \$500 Million Divestiture of Medical Banking Business Unit: Created materials, organized processes, and supported transaction due diligence to support the divestiture of Further, the organization's medical bank
  - Confidential Information Memo: Worked with Further's Finance, IT, Strategy, Marketing, Data Analytics, HR, and Operations leadership to obtain / create data the investment bank needed to develop the CIM
  - Quality of Earnings: Worked with the company's Accounting, Finance, and Treasury functions to obtain / create materials and answer questions from the external accountants to develop the Quality of Earnings
  - Due Diligence List: Responsible for answering diligence questions from potential buyers representing 700+ questions. Worked across the organization to close out all open questions
- \$4 Million Venture Capital Investment: Executed a \$4 million investment in a healthcare start-up company
  - Created the investment recommendation memo, financial model, and conducted due diligence calls
  - Presented final materials to the BCBSM's internal investment committee resulting in approval to invest
  - Completed legal documents to finalize BCBSM's investment in the company
- Fund Portfolio Development: Completed eight investments, growing the private equity portfolio from four private equity fund investments to twelve, which increased committed capital from \$25 million to \$75 million
  - Led investment memo creation, requests for approval, and legal document completion
  - Developed a standardized format for underwriting, and investing in new private equity funds. Artifacts created include presentation templates and a process for completing legal documents
  - Created a tracking document for all private equity fund investments. The Corporate Development / Venture team utilized this tool to track fund performance and key KPIs for the funds (e.g., stage mix)
- Presentations to Leadership: Created materials for and presented to BCBSM's leadership on investments
  - Created presentation template that is utilized for quarterly reporting to BCBSM's internal investment committee; the committee includes the CFO, Chief Treasury Officer, and VP of Corporate Development

### Northwestern Mutual Capital

Private Equity and Debt Analyst

Milwaukee, Wisconsin

June 2017 – August 2018

- Evaluated 146 opportunities to invest in private equity and debt securities
- Created leveraged-buyout models for and composed memos on potential investments in Europe and the United States ranging from \$10 - \$300 million that was presented to the fund's investment committee

## EDUCATION

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### University of Minnesota – Curtis L. Carlson School of Management

Bachelor of Science in Business / Major: Finance

GPA: 3.9

Minneapolis, Minnesota

## HOBBIES

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Brazilian Jiu Jitsu, Fishing, Mixed Martial Arts, Reading, Teaching