



## Dennis P. CONTRERAS



**Department of Finance**  
**Professor of Finance**  
Faculty Position: Adjunct Professor

ISG International Business School  
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**Dennis P. Contreras** is adjunct professor at the ISG International Business School. He holds a MBA degree in Finance.

- His area of expertise concern Investment banking and business development

- His teaching specializations concern Strategic & Financial Analysis, IPO valuation and M&A analysis.

## Qualification & Participation

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<b>Intellectual Contributions (2009-2014)</b>	Scholarly Book	
	Book Chapter	
Qualification		SP

<b>Participation (2013-2014)</b>	Class Hours	
	Jurys	X
	Meetings (department, research, accreditation ...)	X
	Mentoring project/thesis	X
Participation		YES

## Teaching Areas (2013-2014)

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Course 1: Strategic and Financial analysis

## Education

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### 1994-1996

Master of Business Administration, KELLOGG GRADUATE SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY Evanston, Ill,

### 1993-1994

Master's in Environmental Engineering, MANHATTAN COLLEGE, Riverdale, NY

### 1989-1993

B.S. in Chemical Engineering

## Teaching Experiences

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### 2015 ISG business school

### 2012 – Present ECOLE SUPERIEURE GESTION DE COMMERCE – MBA PARIS SCHOOL OF BUSINESS

- Associate Professor of Finance teaching investment banking, portfolio management, corporate finance, derivatives, cash management, investment banking and private equity with business cases.

### 2013 – Present UNIVERSITY OF BUSINESS AND INTERNATIONAL STUDIES, Geneva SWITZERLAND

- Visiting professor for Finance in the graduate and MBA level
- Promoting education in emerging markets.
- Participating in creating a \$20MM USD educational fund for students in third world countries.

## Professional Experiences

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### 2011 – Present INDEPENDENT FINANCIAL CONSULTANT Paris, FRANCE

- • Work exclusively with senior investment bankers to find both strategic and financial partners.
- • Ability to prepare financial models and tax structure for cross border transactions.
- • Working on Venezuelan Oil Company in seeking debt financing of \$100MM USD.
- • Prepare financial model, debt repayment.
- • Work on Strategic equity trading using options for listed companies.
- • Prepared IPO research for a beverage business in U.S. estimated valued at \$60MM in OTC market.
- • Establish relationships in most major Latin American countries for investment banking business.

#### **2008 - 2010      INTELLECTUAL FRONTIER LLC New York**

- Investment Banking and Strategic Consulting firm providing financial advisory in emerging markets in China and Latin America. Offices located in New York and Hong Kong.
- DIRECTOR OF BUSINESS DEVELOPMENT – INVESTMENT BANKING DIVISION

#### **2001-2008    MG FINANCIAL LLC, New York**

- Financial service company focused on investment banking, fixed income, FX, and equities in mid-market and High Net Worth Individuals. Targeting international investors. The firm was sold to a private equity group

#### **1998-2001 MERRILL LYNCH, New York**

- International Private Wealth Management Services providing full financial planning and investment.
- SENIOR FINANCIAL ADVISOR – MID CAP INVESTMENT BANKING

#### **Academic & Professional Publications**

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