

AB IGRAM, MBA
Fairfield, CT 06825
203-583-0241
Abigram88@gmail.com

SUMMARY OF QUALIFICATIONS

Distinguished Finance Leader with experience in private equity and capital growth overseeing investments, plus launching and expanding business. Viewed as a Trusted Advisor building strategic relationships. Background includes banking, private equity, growth capital with extensive client-facing experience. Displayed strong entrepreneurial drive having launched companies and franchises. Key contributor who added a new strategic direction that delivered millions to company's bottom-line and exceed expectations. Excel at business development, strategy, business analysis, forecasting, and leadership. Industry expertise in Franchise, Food and Beverage, Health and Wellness.

PROFESSIONAL EXPERIENCE

Executive Director, Tariq Farid Franchise Institute, Arthur M. Blank School for Entrepreneurial Leadership, Babson College, Wellesley, MA Nov 2021 - Present

- As its first Executive Director, charged with launching and designing the Tariq Farid Franchise Institute which will provide franchising education at the undergraduate, graduate, and certificate levels, delivered both in person and remotely, with a major focus on case studies.
- Leading team to create cross-disciplinary programming that draws on Babson's business and entrepreneurial expertise, combined with the experience and knowledge of franchising experts, to advance students' understanding of franchising and the opportunities it can create.

Managing Director, promoted twice, Webster Bank, Stamford, CT Feb 2013 - Feb 2021

- Established a new leveraged finance sector for the company developing new business and growing accounts for a regional \$30B company. Responsibilities included: P&L, account management, new transaction origination, business analysis, portfolio management, financial modeling, forecasting, trends analysis, contract negotiations, loan documentation, and supervised team of 5.
- Developed all the new sector's business across the US through creating key relationships being viewed as a trusted advisor using a consultative approach. *Results grew business from zero, having brought in over \$400M in new portfolio assets.*
- Spearheaded and implemented the business development strategy expanding into a national reach adding franchises, restaurants, health and wellness, fitness, plus food and beverage manufacturers.
- Originated, negotiated, and structured dozens of senior debt transaction deals.
- Provided collaborative business solutions and consultative support for numerous customers severely impacted by COVID pandemic crisis. Worked closely with C-level and private equity partners to restructure deals to allow businesses to keep operating.

Vice President, GE Capital, Northeast Franchise Finance, Norwalk, CT 2010 - 2012

- Developed new business, strategy, closed deals, and managed franchise retailer customers including Dunkin' Donuts, Wendy's, Buffalo Wild Wings, Taco Bell, Burger King, Popeye's. Responsibilities included: sales, account management, business development, contract negotiations, financial modeling, business and financial analysis, plus new transaction origination.
- Built relationships serving as a trusted advisor. Structured and closed numerous refinance deals plus growth and expansion loan deals.

Executive VP / Founding Team member, Pet Angel World Services, Wilbraham, MA 2008-2010

- Created the go-to-market strategy and execution plan for start-up to produce a national brand in the pet death care sector. Responsibilities included: P&L, business development, operations, strategy, sales, marketing, financial analysis, forecasting, financial modeling, project management, facilities, site locations, and supervised 15+.
- Conceptualized and implemented a new business model with expanded service that created a new niche in this business sector.
- Established several new retail facilities building explosive growth for company.
- Led the acquisition process. Handled all due diligence and financial modeling and forecasting. Made decisions on purchasing businesses.
- Drove the sales efforts making presentations building the referral business that drove revenues increases.

Founder / Managing Partner, Onaway Partners, Southport, CT 2003 - 2008

- Provided consultative services aiding early-stage companies creating business plans and explored launching a franchise. Responsibilities included: P&L, strategy, financial modeling, business planning, equity funds, due diligence, and contract negotiations.
- Managed venture capital/private equity portfolio investments for GE Capital, serving on the companies' Board of Directors for a technology company and consumer services organization.

Vice President, promoted twice, GE Equity, GE Capital, Stamford, CT 1996-2003

- Led the early-stage growth investment process involving due diligence, financial modeling, negotiations, deal selection, structuring, and closing transactions serving technology, real estate, and services companies.
- Managed over \$300M of investments.
- Conducted deep-dive business analysis with due diligence of prospective companies seeking venture capital investments. Provided consulting and made agreements with companies. Pitched deals to GE executives, and handling all deal closings.

Account Executive, Marketing and Advertising, Epsilon, Burlington, MA 1991-1994

Anderson Consulting, Chicago, IL 1988-1991

HONORS+ AWARDS

Outstanding Performance Award, Webster Bank, 2013, 2014, 2015, 2016, 2018

Board Member, McGivney Community Center of CT, 2015- 2021

Board Member, Operation Hope of CT, 2014-2021

Advisory Board, University of Bridgeport, School of Business, Bridgeport, CT 2019-present

EDUCATION

MBA, Babson College, Wellesley, MA 1996

BA, Economics, Northwestern University, Evanston, IL 1988