

## **CHRISTINA WING**

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Experience  
2012-2016

### **Family office, President and CEO**

**BOSTON, MA**

Managed a family office and investments for a private asset management and financial services organization representing a top Forbes individual and his family. The office consisted of over 60 full time employees in 5 locations. Assets encompassed: private companies, private equity and alternative investment funds, extensive real estate, museum quality art and wine collections, private aviation and other niche collectibles.

- Created a formal family office, upgraded staff and governance and set strategy for multi generational support and improved tax efficiency.
- Reviewed and directed all new investments, asset allocation and asset structuring.
  - Represented family on eight private company boards.
- Managed existing portfolio of companies for growth and exit strategies.
  - Advised companies on human resources strategies and implementation.
  - Restructured company debt and assist in financing.
  - Assisted in portfolio liquidity.
- Managed portfolio of direct private equity investments.
- Continuously managed cash snapshot, debt refinancing and cost savings opportunities.
- Monitored private trusts for next generation and coordinated with trustees.
- Established estate planning and direct charitable giving strategy.
  - Created family limited partnerships.
  - Worked on establishing a private trust company.
- Managed private investment fund for 7 family members.

### **Founding Board Member of a High School**

Participated in the formation of a high school that offers students the latest educational technologies to problem-solve, create, innovate and collaborate with many of the leading corporate and cultural institutions around the world.

- Assisted in developing the business plan.
- Active in fundraising for the school.
- Active in recruitment of talent.
- Assisted in financial aid and scholarship creation.

### **7X Cattle Company, CEO**

Private, wholly owned cattle business producing the highest grade beef in America, launched the company.

- Managed team of ten in Colorado and Texas.
- Assisted in business plan and monitoring of expenses.
- Product is sold in over 75 restaurants and through an online direct to consumer internet site.

2003-  
current

### **Wing O'Donnell Ventures, CEO**

**BOSTON, MA**

Independent investment management practice focused on asset allocation strategy including active management of key concentrated positions for several families.

- Manage existing investments and source new private investments.
- Manage outside asset managers and evaluate public market, fixed income and hedge fund recommendations.
- Manage family foundations and direct charitable giving.
- Create and execute tax strategies for optimal multi generational families.
- Serve as a Trustee.
- Manage all outside legal and accounting firms.

2000-2003

### **edu.com, CFO&Vice President of Finance and Operations**

**BOSTON, MA**

Held multiple roles and performed a variety of tasks in the building of the start up edu.com. Roles encompassed strategic, general management and implementation roles including: business development, corporate development, finance and operations. Reports included: finance, accounting, operations, legal, investor relations and human resources.

- Developed Series B financing strategy resulting in \$30 million in financing from a combination of strategic and financial investors.
- Worked on negotiations with strategic investor and led the marketing relationship and integrated the two sites.
- Closed \$4.5 million bridge loan.
- Selected investment bank for Series C round of financing. Designed financial model, private placement memorandum and investor presentation.
- Evaluated and recommended merger/strategic partnering alternatives.
- Directed financial and operational reviews of key units to identify internal control weakness and institute corrective policies and improved procedures.
- Monitored cash flow and short-term investments, supervised budget process.
- Managed board of directors and investor relations
- Conducted contract negotiations and was point person with outside counsel.

- 1998-2000      **GOLDMAN, SACHS & CO.**      **NEW YORK, NY and BOSTON, MA**  
**Associate**, Equity Division  
Conducted institutional sales and marketed securities services to large mutual funds and pension funds.
- Developed business plan to assist in the creation of a larger supply of securities, in order to improve recurring revenue business.
  - Conducted business development for private client services.
- 1997      **Associate**, Equity Division      **NEW YORK, NY**  
Worked as liaison between Equity Capital Markets and Institutional Sales.
- Worked on five-person equity team on the US\$10 billion IPO of Deutsche Telekom.
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- 1995-1997      **NEW HARBOR INCORPORATED**      **NEW YORK, NY**  
**Associate**, Mergers & Acquisitions  
Performed complex quantitative analyses for energy services companies. Evaluated clients' business plans and financial forecasts to develop mergers and acquisitions opportunities. Spent a year in Australia, advising US companies on acquisition strategies during the privatization of the Australian utility industry.
- Developed financial valuation, coordinated domestic and international team and assisted in the negotiations with the Australian government for the successful privatization of a US\$1.6 billion distribution acquisition by PacifiCorp.
  - Represented PacifiCorp in the formation of a consortium of domestic and international partners for additional Australian based acquisitions.
  - Worked on the reorganization of an electric utility emerging from bankruptcy and marketed \$1.2 billion of high yield debt for the company.
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- 1993-1995      **KIDDER, PEABODY & CO., INC.**      **NEW YORK, NY**  
**Financial Analyst**, Corporate Finance  
Performed financial analysis and valuations, identified strategic issues in preparation of internal recommendations and new business presentations. Focused on mergers and acquisitions in the energy sector.
- Created financial models, conducted due diligence and aided in the preparation of Board presentations and delivery of a fairness opinion in connection with a \$1.3 billion energy services merger.
  - Closed nine fixed income offerings including: preferred stock, MTN's, private placements and tax-exempt securities.
  - Chosen by the review committee as a member of a six-person team to create and administer an intensive training program for the incoming 1994 analysts and associates.

- Spent the summers of 1991 and 1992 as an analyst in the Houston based Natural Resources Group evaluating industry financial statements and producing comparable company analysis.

**Education**      **HARVARD UNIVERSITY**      **BOSTON, MA**  
 1997-1998      **GRADUATE SCHOOL OF BUSINESS ADMINISTRATION**  
 Master in Business Administration degree, June 1998. Elected Section representative for Student Careers and Clubs. Member of Investment Club, Venture Capital and Private Investment Club and the Women's Student Association.

1989-1993      **SOUTHERN METHODIST UNIVERSITY**      **DALLAS, TX**  
 Bachelor of Business Administration degree, double major in Finance and Organizational Behavior and Business Policy. Appointed Chair of Hilltop Student Service Organization and elected Co-Chair of Student Senate Appropriations Committee. Studied abroad at the University of Salzburg.

**Personal**      Enjoy golf, skiing, tennis, travel and volunteer work. Very active in providing educational opportunities to middle school students in the Boston area. Interested in politics, worked for two National Presidential Conventions and as a United States Senate Page in Washington, DC. Currently live in Chestnut Hill, MA with my husband and three children.

**Charitable Board Seats:**

- The Steppingstone Foundation, Chair of Advancement
- Aspen Junior Golf
- Operation Grateful Nation
- Ambassador for The Home for the Little Wanderers – (Former)
- Harvard Business School Women's Association – (Former)
- Oxbridge Academy – (Former)