

# Stenning K. Schueppert

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## EDUCATION

**STANFORD GRADUATE SCHOOL OF BUSINESS** Stanford, CA  
*M.B.A. Candidate* 2003

- Elected Co-Chair of the Student Association Academic Committee; serve as Dean and Administration liaison.
- Elected Private Equity Club Co-President; Principal Investment Conference Board member.

**NORTHWESTERN UNIVERSITY** Evanston, IL  
*B.A. with Honors* in Economics and Political Science 1996

- Selected 1996 *Northwestern's Outstanding Male Student Leader Award* recipient.
- Directed the nation's largest student-run philanthropy, raising \$315,000 by managing over 800 volunteers.

## EXPERIENCE

**UNDERWRITERS LABORATORIES** Northbrook, IL  
*Special Projects Director* 2002

- Created new business frameworks and originated process to change including all templates. Piloted strategy sessions for four industry groups (\$118M in revenue) empowered with marketing and operations re-design.
- Developed operating strategy for new business unit; presented to Board. Drafted implementation work-plans.

**INDEPENDENT MERGERS & ACQUISITIONS CONSULTANT** Palo Alto, CA  
2002

- Engaged for 200+ hours of financial valuation and deal due diligence for a public high tech company.

**GTCR GOLDBERGER RAUNER** Chicago, IL  
*Associate* 1999-2001

A \$4.5B private equity firm with 68 portfolio companies which partners with veteran management teams and provides \$50-\$200M in equity financing. Transactions included LBO, growth equity, consolidation strategy and venture capital investments.

*Responsible for fiscal matters in \$900M going-private transaction for laundry services company*

- Represented company and firm to bankers and lawyers concerning transaction fiscal and ownership matters.
- Actively consulted Board and CEO on further acquisitions and investments.

*Supported thirteen acquisitions while managing portfolio companies*

- Interacted daily with CEOs concerning strategic planning, acquisition assessment and industry dynamics.
- Served as interim senior financial analyst for one company which grew from zero to \$70M in revenue.
- Produced legal and financial materials to secure \$60M of debt financing for two portfolio companies.

*Developed sector leadership within firm's pro-active deal-sourcing efforts*

- Generated over 250 executive relationships and uncovered over 75 potential transactions in the marketing services sector. Attended conferences, met with management teams, and developed intermediary relationships.
- Assessed and modeled the attractiveness of potential investments; managed relationships with financing sources, outside counsel, advisory teams and management teams. Optimized transactions' terms and structures.

**BAIN & COMPANY** Sydney, Australia & Chicago, IL  
*Senior Associate Consultant* 1996-1999

Ranked at the top of tenure group. One of two finalists for Sydney's *Individual Client Impact Award*.

*Re-Engineered billing and collections for \$3B integrated telecommunications company*

- Delivered immediate cash impact of A\$33M and annual savings of over A\$57M.
- Developed payment channel strategy including revenue assurance to reduce system costs and increase customer retention. Secured cross-divisional support and implemented program with A\$13M annual impact.

*Developed raw material purchasing strategy for automobile manufacturer, isolating \$31M (16%) in savings*

- Initiated negotiations with suppliers and developed continuous improvement purchase optimization strategy.

*Created raw material strategic supplier alliances for specialty chemical company, cutting supply base 80%*

- Led client taskforce team of seven, achieving reduced system costs and annual savings of \$4M (13%).

## PERSONAL

Eagle Scout. Created and led new Auxiliary Board of Make-A-Wish Foundation. Co-Founder and Treasurer for the Private Equity Analysts of Chicago. Investment club founder and managing partner. Enjoy travel and photography.