

**ATISH NIGAM**  
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**education**

- HARVARD BUSINESS SCHOOL** BOSTON, MA  
2008-2010 Candidate for Master in Business Administration. Appointed by classmates to Investment Committee of HBS Alpha Hedge Fund. Member of Finance, Investment, TechMedia and Venture Capital/Private Equity Clubs.
- MASSACHUSETTS INSTITUTE OF TECHNOLOGY** BOSTON, MA  
2003-2004 Master of Engineering degree in Computer Science. Research Assistant in Pervasive Computing. Thesis: "Analytical Techniques for Debugging Pervasive Computing Environments". GPA 4.9/5.0  
1999-2003 Bachelor of Science degree in Computer Science, minor in Economics.  
Elected Alpha Tau Omega Fraternity President, 2003 Ring Committee Chairman, and 2002 Career Fair Chairman.

**experience**

- KINGDON CAPITAL MANAGEMENT** NEW YORK, NY  
summer 2009 **Summer Analyst, Technology Hardware Investment Team**  
summer 2008 Evaluated investment opportunities and performed sector analysis for \$4B global, long/short equity hedge fund. Several transactions made as a result of summer work. Only intern asked to come back for second summer.
- Recommended several investments based on financial/valuation analyses, channel checks and industry analysis.
  - Combined rigorous bottoms-up analysis with a structured top-down review of macroeconomic variables.
  - Focused on the light-emitting-diode, electronic component, enterprise storage and semiconductor sectors.
  - Developed model to identify correlations between firms in the semiconductor supply chain based on operating and performance metrics. Model continues to be used actively by investment team.
  - Attended management presentations, analyst meetings and industry conferences representing investment team.
- FT VENTURES** NEW YORK, NY  
2007-2008 **Associate, Software Investment Team**  
Sourced, evaluated, structured, and negotiated growth equity investments in software companies for bi-coastal venture capital firm with \$1B under management. Sole associate on most active investment team of the firm.
- *Investment origination:* Sourced 30+ investment opportunities and built relationships with over 200 companies.
  - *Sector coverage:* Led investment efforts across several sectors including software infrastructure, virtualization, data center automation, Enterprise 2.0, and complex event processing.
  - *Due diligence:* Led in-depth assessments of 32 potential investments. Analyzed financial strength and strategic position of targets. Met extensively with management teams to review operations and performance metrics.
  - *Deal execution:* Modeled capital structures and investment return profiles. Performed detailed industry and company due diligence. Wrote investment memoranda. Completed transactions include:
    - OpenSpan – Application integration and automation software (Series C – \$13M).
    - Aveksa – Enterprise access governance solutions (Series B – \$12M).
  - *Internal operations:* Created, built and managed first summer intern program within five months of joining firm.
- MCKINSEY AND COMPANY** NEW YORK, NY  
2004-2006 **Associate (2006), Business Analyst (2004-2006)**  
Advised multinational corporations on strategic business technology matters. Consistently rated as top performing analyst. Promoted directly to Associate, a post-MBA role. Co-authored four internal practice documents. Active member of recruiting team. Selected assignments include:
- *Private equity:* Performed strategic due diligence, market sizing and growth analysis for client's acquisition of target in the healthcare software sector.
  - *Banking:* Evaluated opportunities to divest software division from major wholesale bank. Proposed recommendations to improve operations and prepare division for sale process.
  - *Insurance:* Developed e-commerce strategy for leading property and casualty insurer.
- MICROSOFT CORPORATION** SEATTLE, WA  
summer 2002 **Program Manager Intern, Windows Program Management Team**

**personal**

Managed personal stock account for 10+ years. Sectors of interest include business services, emerging markets, healthcare and technology (hardware and software).  
CFA Level II candidate (June 2010).  
Enjoy golfing, mountain climbing (Mt. Ranier, June 2007), running, scuba diving, snowboarding and traveling.