

RYAN MURPHY, CFA

📍 Wenham, MA

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- Financial Strategist
- Strategic Market Analysis Expert
- Data-Driven Decision-Maker
- Cross-Functional Leader

Education

- Master of Business Administration, University of Virginia (Darden)
- Master of Science in Finance, John Hopkins University
- Bachelor of Business Administration, The College of William and Mary

Licenses and Certifications

- CFA Charterholder - CFA Institute
- ESG Certificate - CFA Institute
- Management Analytics: Decision-Making Lessons from the Sports Industry - MIT Sloan School of Management
- Program on Negotiation - Harvard Law School Executive Education
- Competent Communicator - Toastmasters International

Technical Skills

- Financial Modeling
- Financial Analysis
- Investments
- Econometric Modeling
- Data Analytics
- Strategic Planning
- Portfolio Management
- Credit Analysis
- Commercial Real Estate
- Valuation
- Corporate Finance
- Capital Markets
- Due Diligence
- Risk Management
- Real Estate
- Mergers & Acquisitions
- Asset Management
- Competitive Analysis
- Restructuring
- Finance
- Market Research
- Equity Analysis

Executive Summary

Seasoned Executive with Comprehensive Expertise in Strategic and Financial Analysis across Real Estate, Credit, & Financial Restructuring. A transformative leader with over two decades of experience driving growth and innovation in high-value environments, significantly contributing to STAG Industrial's growth to a \$10 billion enterprise value.

Professional History

2015 - Present Vice President of Markets & Research

STAG Industrial

- **Leadership:** Provided strategic leadership in the establishment of an innovative market research group, managing a team of analysts to enhance underwriting efficiency and asset management capabilities significantly. This initiative achieved a 50% improvement in the automation of critical market data.
- **Investor Relations Enhancement:** Actively supported the CFO and CEO in investor relations, providing critical market research and data analysis to articulate and strengthen the company's investment narrative.
- **Deal Underwriting and Acquisition Strategy:** Led the market underwriting process for over \$5 billion in closed acquisitions, analyzing macro factors, supply/demand, rental performance, resulting in efficient and effective decision making and driving substantial growth in the company's industrial property portfolio.
- **Innovative Technology Implementation:** Launched a proprietary Deal Management app, leveraging 70,000+ transaction datasets to enhance opportunity identification, resulting in a substantial increase in targets.
- **Database Management and Optimization:** Created and implemented a comprehensive Lease Comp transaction database, organizing over 7,500 comps to refine acquisition assumptions and negotiation strategies.
- **Strategic Guest Speaker Engagement:** Curated and organized presentations by industry and academic leaders for the Board of Directors, influencing strategic decision-making with cutting-edge insights on market trends and innovation.

2010 - 2015 Vice President of Credit Analysis

STAG Industrial

- **Credit Analysis and Risk Management:** Co-led the Credit Analysis Group, achieving a 60% return growth in 2012 through rigorous new credit underwriting and monitoring processes.
- **Underwriting Process Development:** Developed and enhanced key underwriting processes for evaluating over 500 prospective tenants, contributing to over \$5 billion in successfully underwritten acquisitions.
- **Financial Analysis and Reporting:** Conducted comprehensive analyses of companies with revenues up to \$50 billion, authoring detailed credit reviews that informed strategic investment decisions.

2009 - 2010 Manager

Marotta Gund Budd & Dzera

- **Restructuring Advisory Services:** Provided expert advisory services to lenders and acquirers of distressed companies, optimizing financial recoveries and facilitating successful bankruptcy auction sales.
- **Strategic Advisory for Investment Banks:** Contributed to the advisory team for a major investment bank, playing a pivotal role in maximizing returns from defaulted loan portfolios.

2007 - 2009 Associate Director/High Yield Analyst

Aladdin Capital Management

- **Investment Strategy and Analysis:** Led buy/sell recommendations on leveraged loans, improving credit quality and returns across \$3.5 billion in assets under management through strategic and financial analysis.

Technical Skills

- Credit Risk
- Investment Management
- Venture Capital
- Managerial Finance
- Private Equity
- Economics
- Hedge Funds
- Investment Banking
- Treasury Management
- Financial Markets
- Enterprise Risk Management
- Enterprise Transformation
- Data Analytics

Soft Skills

- Strategic Leadership
- Cross-functional Team Leadership
- Management
- Executive Management
- Collaborative Problem Solving
- Communication/Collaboration
- Negotiation
- Organizational Leadership
- Capital Raising
- Cross-functional Collaborations
- Global Cross-Functional Team Leadership
- Financial Risk Management
- Collaborative Leadership
- Continuous Improvement
- Influence/Resilience/Integrity
- Strategic Analysis/Partnerships
- Interdisciplinary Collaboration
- Commercial Strategy
- Organizational Structure and Development
- Marketing Strategy
- Product Development/Launch
- Strategic Capacity & Systems Innovation
- Business Planning/Development/Risk Management
- Collaborative Vision & Goal Setting
- Execution & Results
- Operational Assessment/Excellence
- Cross-Functional Team Building

- **Investment Memoranda and Quarterly Reviews:** Authored and presented critical investment memos, driving informed decision-making and enhancing fund performance.

2002 - 2005

Senior IT Financial Management Analyst

Board of Governors of the Federal Reserve System

- **Financial Management and Budget Oversight:** Oversaw a \$90 million IT operating budget, leading financial analysis and reporting to ensure cost efficiency and effective resource allocation across directorates.

Languages

- English
- Spanish

Volunteer

- Big Brothers Big Sisters of Eastern Massachusetts

Personal

- Certified Personal Fitness Trainer-Exercise and Fitness Specialist (CPT-EFS) - National Academy of Sports Medicine (NASM)

“As a leader of both the Credit & Markets functions, Ryan has been extremely productive. He is the most excellent strategic thinker I have come across in my career. He has had major success in designing and implementing data-driven initiatives across these functions that have led to strong relationships with the key stakeholders and superior measurable results. He and the groups he leads have a unique innovative approach that cultivates better relationships and produces better outcomes.” - Former Executive and Supervisor.