

# PABLO M. CRESPO

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## **EXPERIENCE:**

### **COREPRO CAPITAL**



#### **Managing Member**

**Wayne, PA**

**March 2014-Present**

- Founded the company to become a leading active investment management and advisory services organization serving both retail and institutional markets.
- Completed all licensing, regulatory registrations, and compliance requirements in less than 6 months to go live in October 2014 as a Registered Investment Advisor and Commoditized Trading Advisor.
- Planned, sourced, and implemented all aspects of the company's infrastructure serving all areas from back-end financial accounting to practice management inclusive of trading and investment operations.
- Established three sets of core of portfolio models and actively managed equity and futures strategies with a diversified product offering to suit a wide range of investors' risk profiles and performance appetites.
- Developing two fully automated algorithmic trading strategies seeking to capture short term moves in key equity and commodity futures markets.

### **ADVANCED CAPITAL MANAGEMENT**

**New York, NY**

#### **Consultant**

**1997-2013**

- Collaborated with industry experts leading the development, advisory and supply of waste-to-energy fuel stocks, technology, logistics, and related services to alternative energy producers and developers worldwide.
- Sourced, advised, structured, financed, and presented proposed investment banking transactions to clients and related parties. Responsible for all execution and marketing of financial products and services.
- Performed extensive valuation and financial analyses during the underwriting process of small to middle market privately held corporations involved in corporate finance transactions including Management/Leveraged Buyouts, Mergers, Acquisitions, Divestitures, and Joint Ventures.
- Created commercial real estate acquisition and development underwriting packages containing financial and valuation analyses.
- Examined debt and equity capital structures to recommend and source re-capitalization and financing alternatives in the areas of asset backed, purchase order, and mezzanine financing.
- Operated a commercial general contractor between 2000 and 2003 as a result of related assets acquired during an investment banking transaction. Lead the operation to revenues of \$1.2 million in FY00, \$2.3 million in FY01, and over 3.5 million in FY02 with a geographical precense in Central and Eastern Virginia. The venture was divested in 2003.

### **THE HANA GROUP**

**Wayne, PA and Kauai, HI**

#### **Project Financial Controller, Pacific Missile Range Facility (PMRF)**

**December 2010 - 2013**

- Manage a \$32 Million Prime Contract and associated financial inclusive of contract administration, funding, planning, execution, forecasting, reporting and maintaining of ongoing operations for all labor and non-labor costs and associated billings.
- Oversee subcontractor and vendor agreements with a focus on financial and operational performance
- Complete and submit all related contract deliverable in accordance with the contract terms and conditions
- Implementation of contract controls and financial management systems for managing the entire program to include Missile Range and Business Financial Support
- Engage in regular discussions with the customer and Federal Government representatives pursuant to contract execution and other business development matters

#### **VP, Operations**

**February 2005 – November 2010**

- Participated in general oversight and decision processes related to operations, marketing, finance and other corporate responsibilities

## **PABLO M. CRESPO**

- Developed strategies with senior leadership to set the direction of the company, its structure, and business markets
- Engaged in analyses that outline and decide new joint ventures and strategic partnerships
- Advised project management teams in the execution of overall project goals, strategies, and policies
- Performed extensive financial analyses and budgetary activities at all levels of the organization
- Provided corporate and project support in the areas of business capture, financial management, control, and infrastructure with the goals of maximizing sales and increasing profitability
- Lead the development of technical and price proposals
- Lead the company's banking efforts to establish and maintain primary and alternative credit facilities to fund current, new, and anticipated new contracts or investment initiatives

### **IBM BUSINESS CONSULTING SERVICES Consultant, Financial Management Practice**

**Virginia Beach, VA  
June-Dec 2004**

- Responsible for the implementation of a sustainable Activity-Based Costing and Management (ABCM) systems to provide visibility into the cost of naval base operations. This capability set the framework to afford quicker response to changes in customer demands and provided the tools for detailed process analyses and cost optimization.
- Lead the change management processes to maximize the effectiveness of the related IBM web-based resource and activity drivers Data Collection Tool, ABC software package (SAS), and the web-based reporting tool (Cognos).

### **NORFOLK NAVAL SHIPYARD Group Leader, Design Engineering and Planning Department**

**Portsmouth, VA  
1995-1997**

- Managed engineering teams in all phases of advance planning work to modify and test naval nuclear aircraft carriers' propulsion plant systems worldwide. Responsibilities included coordination and execution of local and off-site efforts, communication with government and military officials
- Prepared engineering drawings, procedures, and technical documents to overhaul, modify, and test propulsion and non-propulsion systems with related interface components.
- Performed as lead cognizant engineer in project involving nuclear interface systems and components while providing full engineering and technical support during joint advance planning and execution stages among East and West Coast naval shipyards.
- Developed, studied, and evaluated ship alteration proposals for feasibility and cost.
- Actively involved in the implementation of Advanced Industrial Management systems.

### **Assistant Shift Test Engineer, Nuclear Engineering and Planning Department**

**1992-1995**

- Successfully completed a rigorous Naval Nuclear Assistant Shift Test Engineering classroom instruction and practical training program in nuclear reactor theory and operation.
- Maintained reactor plant conditions necessary to accomplish the overhaul, repair, and modification of the various reactor plant systems in nuclear aircraft carriers, destroyer class nuclear ships, and SSN Class submarines.
- Coordinated, directed, and supervised testing performed on the reactor plants.

## **EDUCATION:**

### **THE COLLEGE OF WILLIAM AND MARY Graduate School of Business Administration**

**Williamsburg, VA  
August 1997**

Master of Business Administration (MBA) Degree - GPA 3.7

- Concentration in Financial Markets
- Member of Beta Gamma Sigma Honor Society

### **UNIVERSITY OF PUERTO RICO**

Bachelor of Science Degree in Mechanical Engineering

**Mayaguez, PR  
May 1991**

- Five (5) year program with Concentration in Power Generation and Engineering Processes
- President of Mechanical Engineering graduating class

## PABLO M. CRESPO

### **CERTS:**

Commodity Trading Advisor; Series 3  
Registered Investment Advisor; Series 65

### **SKILLS:**

**Fully bilingual: English and Spanish.**

Various business and financial management and accounting applications  
Multiple futures and equities trading and analysis platforms

### **HOBBIES:**

Racing Driver - [#75 Porsche 968](#)

- 2012 PCA North Atlantic GT5S Champion
- 2011 NASA Pro Racing Northeast GTS-2 Champion

SCUBA Diver – Advanced and Nitrox Certifications