



**Jacob Glaser**  
**Senior Associate**

**PROFESSIONAL SUMMARY**

Mr. Glaser is a Senior Associate at Areté Capital Partners where he is involved in both sponsor and fiduciary activities. Jacob has more than six years of experience working in financial services across multiple investment and advisory roles.

Prior to joining Areté, Jacob was a Senior Associate in the Strategic Finance team at ZCG Consulting (ZCGC), an affiliate of Z Capital Group (ZCG), a private equity firm with approximately \$8B AUM. While at ZCGC, Jacob executed value creation work, cash preservation activities, and other operational initiatives at ZCG portfolio companies. Jacob also acted as an interim private equity associate, where he completed several acquisitions, divestments, and refinancings. Jacob has experience crafting comprehensive business plans; managing turnaround projects; building and monitoring cash flow models; leading internal and external diligence; negotiating merger agreements, asset sale agreements, and credit agreements; and constructing financial models to analyze both investment and operational decisions.

Prior to ZCGC, Jacob was a Senior Associate in the Transaction Advisory Services (TAS) group at Kroll. While at Kroll, Jacob provided financial due diligence to private equity and corporate clients. Jacob also mentored all TAS interns and new hires in the Kroll Chicago office.

Prior to Kroll, Jacob was an Experienced Associate in the Deals Strategy group at PwC S&. While at PwC S&, Jacob provided commercial due diligence to private equity clients—including customer and competitor interviews, market sizing research, and search and screening.

Jacob is passionate about strategy games. He is in the top 1% of chess players on chess.com, is an avid go player, and has worked with professional poker players on fine-tuning a solver-based strategy. Jacob also plays violin and saxophone in his free time.

Jacob holds a BS in mathematics and a BA in philosophy from Stanford University.



# PROFESSIONAL BIOGRAPHY

## CAREER EXPERIENCE

### ARETÉ CAPITAL PARTNERS

SENIOR ASSOCIATE

New York, NY

4/26 – Current

### ZCG CONSULTING

SENIOR ASSOCIATE, STRATEGIC FINANCE

New York, NY

6/24 – 4/26

### KROLL, LLC

SENIOR ASSOCIATE, TRANSACTION ADVISORY SERVICES

Chicago, IL

10/21 – 6/24

## SELECT TRANSACTION EXPERIENCE

**Consumer Products Add On Acquisition** – Drafted the IRR model and synergy analysis, managed all internal and external diligence workstreams, and negotiated the merger agreement for a ~\$30M add on acquisition at ZCGC.

**Consumer Products Divestment** – Addressed buyer diligence inquiries, compiled financial and commercial data, and negotiated the asset sale agreement for the ~\$8M divestment of a noncore product category at a ZCG portfolio company.

**Consumer Products Loan Upsizing** – Drafted the lender model and presentation, addressed lender diligence questions, and negotiated the credit agreement for an upsizing on a ~\$225M debt stack.



## EDUCATION/CERTIFICATIONS

**STANFORD UNIVERSITY** – *Palo Alto, CA*

*Bachelor of Science, Mathematics; Bachelor of Arts, Philosophy; Minor Economics*

\* References Available Upon Request \*

