

## DARAH ALEXIS (ALEX) MAYS

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### EXPERIENCE:

#### **Navigation Capital Partners**

Atlanta, GA

#### **SPAC Operations Associate + Deal Team**

May 2021- Current

- Originally brought on as a summer intern, term was extended after 3 weeks I was promoted to Associate
- Responsible for creating a weekly SPAC market update; identifying trends, conducting analysis on Pre-IPO deals, announced business combinations, and de-SPACs daily; reviewed term sheets and submitted commentary to top law firms including DLA Piper and Greenberg Traurig; located and contacted diverse pipeline of board members for new SPACs
- Created underwriter and investor decks for 5 different SPACs; attended private company pitches and used PitchBook & Crunchbase to compile personal insight and due diligence into analytical reports to present to firms managing partners

#### **Lesson Check-In**

Virtual

#### **Chief Financial Officer + Founding Member**

Oct. 2020 – Current

- Non-profit virtual tutoring and mentorship platform for middle/high school students in need.
- Responsible for managing all financial reports and audits using Sales Force; filed for 501(c)(3) status
- Implemented expense tracking software leading to 15% increase after identifying incorrectly submitted expenses. Fundraised over \$9,000 through GoFundMe, Visit.org, applying for grants, email outreach,
- Leveraged network to initiate partnerships with Microsoft, Chicago Public Schools, Harlem Globetrotters, and more

#### **Pensare Acquisition Corp (Now NYSE: AVCT)**

New York, NY

#### **Investor Relations Intern**

Feb 2019 – June 2019

- Former SPAC; \$1.2B market cap software company focused on cloud computing and communications
- Conducted research and performed fee analysis of leading investment banks with buy-side franchises including Goldman Sachs and Morgan Stanley leading to a savings of \$68,000,000 or 37%
- Worked directly with COO to brainstorm pitch decks and finalize merger agreements. Assisted office manager with logistics of 25 executives for headquarter relocation and handled technology vendors.

#### **Templum In Flumen**

Greensboro, Georgia

#### **Venue Manager**

Dec 2018 – Nov 2019

- A destination wedding venue; hired to increase traction and visibility of the property
- Revamped venue website and all social media platforms that quickly gained traction of over 4,000 potential clients and event planners (up by 40% in 1 month) leading to 16% revenue increase; Hired photographers; Created pricing models
- Curated content for magazine and online advertisements; conducted venue tours, and planned open houses

#### **Greenberg Traurig, LLP**

New York, NY

#### **Marketing and Communications Intern**

Aug 2018 – Dec 2018

- Rehired to complete an additional internship for course credits in place of my final undergrad semester
- Maintained firm's website and optimized SEO; Imported firm visibility data into management software
- Wrote and released up to 10 press releases weekly and edited up to 20 daily to be published to the firm's site, Cision, and other media outlets; Held interviews & generated biographies for new shareholders and attorneys

#### **Greenberg Traurig, LLP**

Atlanta, GA

#### **Paralegal Assistant**

May 2017 – Sept 2017

- Assisted litigation paralegals on 3 pharmaceutical cases by conducting research and drafting correspondence; Oversaw case calendar and sent out reminders for increased timeliness; Located witnesses for interviews with social media

#### **Michigan State University Women's Basketball**

East Lansing, MI

#### **Team Manager and Assistant to Head Coach**

Sept 2016 – Aug 2018

- Managed daily meal orders for team members and staff, travel budgets, and stipends; designed merchandise
- Managed 11,000 ticket sales, and conducted stadium and facility tours to prospective donors and athletes

### VOLUNTEER:

#### **The nsoro Foundation**

Atlanta, GA

#### **Director and Scholarship Selection Committee Member**

April 2014 – Current

- Assisted in scholarship winner selection by reading essays, validating homelessness records for over 65 applicants annually; managed set up and outreach for annual fundraising event; handled donor relations

#### **EmPowHer | Mentor**

East Lansing, MI

- Coordinated events for ~200 girls, served as counselor & keynote speaker.

Jan 2017 – May 2018

### EDUCATION:

#### **The Australian National University | International Juris Doctor**

Canberra, ACT

- Ranked top Juris Doctor program in Australia; 2018-2019
- Runner up in Negotiations Competition; 2019

July 2019 - Current

#### **Michigan State University | B.A. English Literature | GPA: 3.7**

East Lansing, MI

- Treasurer; Pre-Law Society | Writing Center Essay Editor + Thesis planner
- Graduated in accelerated 3 years | Semester abroad at Trinity College, Dublin

Sept 2015 – Dec 2018

#### **Additional Information:**

- International Experience: Australia, Canada, Costa Rica, France, Greece, Ireland, Italy, Japan, Mexico, New Zealand, Singapore, South Africa, Spain, Thailand, and United Kingdom
- Completed *Techstars x Kauffman Fellows* 'Venture Deals' Course and *Financial Edge* 'The Investment Banker' Course