# Alumnae Panelists

### Danielle Beyer '04, '06S (MBA)



Danielle Beyer is the chief operating officer at  $L_2$  Point Management LLC (" $L_2$  Point").  $L_2$  Point is an emerging investment firm focused on innovative capital solutions for growth companies. Prior to joining  $L_2$  Point, Danielle served as principal at Valor Equity Partners ("Valor"), a \$10+ billion AUM operational growth private equity firm. At Valor, she reported to the firm's president, primarily running point on the firm's oversubscribed Fund V fundraise of \$1.7 billion. During her time at Valor, Danielle also designed and planned the renewal of the firm's limited partner engagement strategy, led the automation of the fundraising team's sales funnel reporting, managed and developed key investor relationships, and was responsible for the training and development of new team members.

Prior to joining Valor, Danielle was chief executive officer of the New America Alliance, a national advocacy organization focused on diversity, inclusion, and access to investment capital. During her tenure at NAA, she advanced the organization's relationships with institutional limited partners across the United States, acting as a facilitator and connector amongst the plan sponsors, endowments, and foundations the NAA and its 50+ diverse-owned member firms interact with.

Earlier in her career, she served over eight years at Mariner Investment Group, LLC, most recently as managing director and head of Investor Relations. At Mariner, she reported to then-CEO Bracebridge Young in managing all aspects of the firm's institutional investor relationships. She led the team of professionals responsible for designing, writing, and upgrading reports to the firm's Board of Directors, external and internal corporate communications, and investor reports across business lines, and she developed processes aimed at ensuring the data integrity of the firm's centralized CRM system. Prior to joining Mariner, Danielle was with NatCity Investments (now PNC) where she trained in the bank's Capital Markets Corporate Development Program and worked as a member of the Investment Banking and Structured Products, Commercial Mortgage Backed Securities Groups.

Danielle earned an MBA, concentrating in finance and competitive and organizational strategy from Simon Business School and is a cum laude graduate of the University of Rochester, where she completed a 3-2 program. In 2004, she was inducted into the University of Rochester Keidaeans. More recently in 2013, she earned her culinary degree from the French Culinary Institute in New York City.

She is an active volunteer and alumna of the University of Rochester and Simon Business School communities and was awarded the Simon Alumni Service Award in 2014 for her contributions. She advises entrepreneurs in the technology, media, and consumer products sectors and serves on the Advisory Boards of Carson Life and the Simon School Venture Fund. She has been a member of the NAA since 2012 and serves on the organization's board of directors.

### Jaime Staengel '18S (MS in Finance)



Jaime Staengel, an alumna of Simon's MS in Finance Class of 2018, is currently a member of the Finance Leadership Development Program at Anheuser-Busch. She holds a Bachelor of Science in Economics and a Bachelor of Arts in German from Murray State University.

She earned her Master of Science in Finance from Simon Business School at the University of Rochester, where her program was STEMdesignated, exposing Jaime to the analytics behind corporate finance and data science. While at Simon, Jaime served as an admissions ambassador, an MS representative on the Simon Women in Business Executive Board, and an analyst for the Meliora Fund as part of the Simon Finance & Investment Club.

After graduation, Jaime worked at Corning Incorporated for three years. While at Corning, Jaime held positions as a quantitative finance analyst, financial planning and analysis analyst, and data analytics lead. Jaime was part of the 2019–2020 Women Leaders in Finance cohort. In 2020, Jaime was one of 20 employees nominated for the Finance Function's Beacon of Excellence award, a testament to employees who "are known as all-around team players who drive efficiency and effectiveness. They take pride in their work, perform consistently, support change, and are able to influence others."

In 2021, Jaime left Corning and started at Anheuser-Busch in the Anheuser-Busch Sales and Distribution Company as a senior analyst in sales intelligence. In this role, she leveraged her financial skills to develop a Revenue Management Price-Volume-Mix tool in PowerBI, which enhanced understanding of financial performance drivers, allowing front-line sales reps and sales directors to evaluate if sales execution efforts, such as selling in more points-of-distribution or using point-of-connection material to increase rate-of-sale, translated into net revenue dollars. Jaime earned an AB ONE Eagle ONE award for this work.

At the start of 2023, Jaime began her new role in Anheuser-Busch's Finance Leadership Development Program, where she will rotate between three different finance functional teams and gain crossfunctional experiences with executive exposure. Currently she is a member of the Brewery Control team, where she has ownership over the balance sheet accounts for the production of variety pack products. Jaime believes "today's balance sheet is tomorrow's profit and loss statement," and continues to apply her learnings from Simon every day in her rotation. The most rewarding part of her work has been witnessing the value of insights derived from various finance and data analytics efforts to business partners she serves.

Outside of work, Jaime loves running, playing in a community orchestra, cheering for her St. Louis Cardinals, reading, and staying engaged as an active Simon alumna.

## Khushi Vijayakumar '21S (MBA)



Khushi, a member of Simon's MBA Class of 2021, grew up in Bangalore, India, and received her BTech from NITK, Surathkal. After undergrad, she worked in financial markets and trading at Nomura in Mumbai and Hong Kong prior to pursuing her MBA.

While at Simon, Khushi was the portfolio manager of Simon School Venture Fund and a member of the Simon Finance & Investment Club. She focused on finance and strategy while at Simon and pursued a summer internship at William Blair. She returned full-time to their Investment Banking team as an associate after graduation.

In her free time, Khushi enjoys hiking, reading, and traveling.

## **Student Moderator**

### Natasha "Sasha" Bogdanovic '23S (MBA)



Sasha, a member of Simon's MBA Class of 2023, grew up in the Willamette Valley region of Oregon and received her bachelor's degree in finance and international business from Western Oregon University. After college, she worked in project management and wealth management before deciding to pursue her MBA.

While at Simon, Sasha has competed in the AT&T Women in Finance Case Competition, CFA Institute Equity Research Challenge, and Venture Capital Investment Competition. She focused her studies in finance, which led her to a summer internship at Guggenheim Securities in the investment banking and capital markets business. After graduation, Sasha will rejoin Guggenheim as an investment

banking associate and is responsible for advisory services in M&A, divestitures, restructurings, leveraged buyouts, capital raisings, takeover defenses, and helping clients raise capital through public and private offerings of equity, debt, and structured products.

In her free time, she enjoys reading, cooking, and playing volleyball and tennis.