



# Accelerate your career path

## EVAN BALDWIN

Consultant  
Dallas



### A CONSULTANT'S PERSPECTIVE

Evan currently works with a large bank and financial services company, remediating and optimizing a portion of their secured loan portfolio. He was assigned a key group of loans to remediate. Drawing upon modeling skills Evan learned in A&M trainings, he is responsible for optimizing the reporting and insurance requirements for each loan and its secured property. This transformation will enable the client to remain compliant with the Office of the Comptroller of the Currency (OCC) and ensure that the future loan collateral process is up to date and efficient, driving long term growth for the bank.

## A DAY IN THE LIFE

6:30 AM

My alarm goes off and I get ready to start the day. With the convenience of picking a hotel five minutes from the client site, I'm able to spend less time on a commute than I would for a typical client at home. I head downstairs and grab breakfast in the hotel lobby while I catch up on emails. Soon, the rest of my team meets me, and we head to the client site. One perk of consulting is the points and status that we build up from traveling. I love to travel and since starting at A&M, I've taken multiple trips that I normally wouldn't have been able to!

9:00 AM

A&M recently started working with a banking client to guide them through a remediation and optimization of their secured assets. I was put in charge of a group of assets that I manage on my own. I appreciate the opportunity at A&M to own a meaningful part of a project and to directly contribute to client success. We start the day with a status meeting as a team where we cover the previous day's progress and set daily goals. One of my goals is to get an asset approved and optimized and have a meeting later in the day to discuss it with the client. I spend the next few hours preparing for the meeting by making sure my deliverables are error-free.

7:30 AM

Once I arrive, I fill up my water bottle and head to our work room. On the way, I run into a client employee and we catch up about the previous day's activities. Leadership at A&M stresses developing relationships with the clients that you interface with—not just on a project level, but on a personal level. Projects generally have a higher rate of success if trust exists between both parties, and that starts with relationships.

1:00 PM

I lead the meeting with the client to discuss the asset I am working on. The meeting goes well, and we receive positive feedback on the work that has been done to optimize the reporting. It's important to take note of client feedback and attempt to apply it to other pieces of the project. I have a meeting on another asset soon and quickly take some of what I learned to apply it for the next deliverable.

# A DAY IN THE LIFE

2:30 PM

This meeting is one of the first on this particular asset on my list, but thanks to what we've learned on other parts of the project, we develop a plan to optimize the reporting in a timely manner. I was able to take the feedback from my 1 p.m. meeting and apply it to this new deliverable. It's important to do our homework and remain objective throughout the whole process, and our time so far has allowed us to develop expertise on the client subject matter.

5:00 PM

Our project team has a meeting with another business unit within A&M that is also working with our client. There is a strong collaborative nature within the firm and each business unit discusses ways to work together and provide a strong return and deliverable for the client. We identify a few opportunities and cover any outstanding items that need to be addressed. Our team then heads back to our hotel.

8:00 PM

I grab a quick dinner and head to my hotel room. I have a few non-client emails to address regarding internal initiatives. A&M has a strong culture and offers many ways to get involved. I lead the Dallas Community Service team and send some emails in preparation for our upcoming project at the North Texas Food Bank. When I finish, I turn on the TV and catch the end of a Dallas Stars game to end my day.

4:00 PM

I meet with my mentor—I was given a mentor on this project and we generally meet to discuss my goals and plans to reach those goals. Mentoring and coaching is extremely important at A&M, and I genuinely feel that leadership at the firm has a strong interest in seeing its people succeed. My mentor and I make a few adjustments to my goals and discuss steps to achieve them.

6:30 PM

Physical fitness is very important on the road! Our team has been able to secure a part time membership at a gym right next to our hotel. Twice a week, we participate in workout classes as a group. It's a great way to build team comradery and blow off some steam after a long day. My favorite class has been the boxing class—I was also able to find a boxing gym at home using A&M's partnership with ClassPass! On other nights, the team might try out a local restaurant together. One of our core values is "fun," and I've been able to build strong relationships with members of my team as we explore a new city together.

## ABOUT EVAN BALDWIN

Evan Baldwin is a Consultant with Alvarez & Marsal Corporate Performance Improvement in Dallas. He has experience in finance, supply chain, and human capital and organizational change across multiple industries including energy, retail, aerospace, and banking.

Evan earned a BBA degree in finance from The University of Texas at Austin.

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