

# Jack Hanel

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## EXPERIENCE

### HilltopSecurities Inc.

Charlotte, NC

*Assistant Vice President, Debt Capital Markets*

June 2021 - Present

- ❖ Originated and executed approximately \$1.8B in municipal debt financings across hospitality, healthcare, project finance, and land-secured sectors, generating \$15M+ in revenue for the firm.
- ❖ Supported up to four senior bankers simultaneously, balancing competing priorities, tight deadlines, and high-volume workloads to ensure timely delivery of materials.
- ❖ Engineered complex financing structures in DBC Finance and Excel, including traditional fixed-rate, capital appreciation, and convertible bonds, plus securitizations and cash flow notes.
- ❖ Determined bond sizing by evaluating project budgets and risk-based reserve requirements.
- ❖ Assessed the feasibility of proposed debt service schedules against project cash flows.
- ❖ Conducted credit analysis by reviewing financials, market studies, and other third-party reports.
- ❖ Monitored municipal bond market and investor trends to develop structure and pricing strategies.
- ❖ Partnered with counsel to vet bond documents, ensuring regulatory and investor compliance.
- ❖ Represented the firm in investor, client, and conference meetings, periodically as the sole delegate, fostering key relationships and expanding the firm's network within the market.
- ❖ Created comprehensive presentation materials, including pitchbooks and investor memoranda, to effectively communicate value propositions to stakeholders.
- ❖ Led the development of internal tools for the Debt Capital Markets group to track transaction pipelines, monitor projected revenues, and analyze both group and market activity.
- ❖ Spearheaded project file management, enabling teams to access thousands of materials efficiently.
- ❖ Standardized group-wide templates to ensure consistency and professionalism in deliverables.
- ❖ Trained junior analysts on modeling standards and best practices for transaction execution.

## EDUCATION

### University of South Carolina

Columbia, SC

*Darla Moore School of Business, B.S. Finance*

August 2017 - December 2020

*Darla Moore School of Business, B.S. Real Estate*

**Cumulative GPA:** 3.954 / 4.000, Summa Cum Laude

## PROJECTS

### FootballRoutes

www.football-routes.com

*Founder*

May 2024 - Present

- ❖ Developed a full-stack web application that enables users to explore NFL team schedules with interactive travel visualizations, granular team insights, and league-wide benchmarking.
- ❖ Automated third-party API data collection and transformed it into a normalized, scalable database schema, and implemented custom logic to make niche and unique calculations.
- ❖ Designed data architecture for a seamless front-end integration, enabling complex datasets to be presented through a clear, intuitive, and responsive user experience.

## CERTIFICATIONS & TECHNICAL SKILLS

- ❖ **Securities Licenses:** Series 52, Series 63, Series 79
- ❖ **Technical Skills:** Excel, DBC Finance, Python, JavaScript, HTML, CSS, SQL
- ❖ **Development Stack:** Flask, TailwindCSS, PostgreSQL, Stripe, GitHub, Cloudflare, Render