

Jonathan Parnell

Angel Oak Tree LLC · Ex-Merrill Lynch global fintech problem solver

I solve complex global fintech problems across travel, hospitality and housing, bringing Merrill Lynch white-glove service to financing and payments for travelers, hosts and property owners worldwide.

98%

close rate on
submitted deals

\$50K → \$600K

gross revenue,
2020–2023

\$5

cost per lead

12x

President's Award

EXPERIENCE

Angel Oak Tree LLC

01/2016 – Present

Bootstrapped with \$0 outside capital; 100+ lender relationships; cross-border deals incl. a Lisbon condo and a \$1.8M Kuşadası hotel.

Global Equity Finance Inc. · Senior Executive, Mortgage Banking

01/2013 – 01/2015

\$40M+ in real estate fundings; company records for pipeline volume and conversion speed; Las Vegas market expansion.

Merrill Lynch · Investment Banking Associate

01/2010 – 12/2012

\$100M in net-new assets in year one; Facebook IPO underwriting syndicate.

AWARDS

- 12x President's Award at Global Equity
- Top Volume Producer and Top Unit Producer, Global Equity Finance
- Fast Track Champion, Global Equity Finance: 8 loans closed in first 2 months
- Rookie of the Year and Louisville Slugger Award, Merrill Lynch

EDUCATION

BA in English, University of Massachusetts Amherst

09/1998 – 05/2004

Study abroad, Granada, Spain

CONTACT

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