

Dealmaker: 40 UNDER 40

By Erica Copulsk, Teri Buhl, Scott Eden, Danielle Fugaz, Hilary Lewi, David Moss
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40 UNDER 40

NAVID MAHMOODZADEGAN

AGE: 38

FIRM: Moelis

TITLE: Founder and managing director

CITY: Los Angeles

SECTOR: Media

Mover and shaker Mahmoodzadegan moved and shook himself in July, leaving the safe confines of UBS for Moelis, the fledgling firm he started with mentor Ken Moelis. “It’s a possibility that we’ve thought about for a long time, and the time was right to do it now,” Mahmoodzadegan says. “We think there’s a place in investment banking to have a true merchant bank that’s focused on providing high-quality advice and capital solutions for clients.”

Before leaving UBS, he advised Patriot Media & Communications on its sale to Comcast, represented Oak Hill Capital Partners in its purchase of several New York Times–owned television stations and helped engineer last year’s \$13.7 billion sale of Spanish-language broadcaster Univision to a buyout consortium.

The hemorrhaging of UBS bankers to Moelis’s West Coast operation was little surprise to most — Mahmoodzadegan’s days with Southern California’s most powerful investment banker date to their time at Donaldson, Lufkin & Jenrette in the mid-1990s. Noting that fellow UBS media banker John Momtazee is also joining the crew, Mahmoodzadegan is energized by the possibilities offered by his nascent firm. “Media is going to be an important coverage area for this company right off the bat,” he says.