

## Jeff Giles

Vice President  
Corporate Development

Jeff Giles is the Vice President, Corporate Development reporting directly to Chief Executive Officer, Steve LeClair. As the leader of Mergers and Acquisitions and Corporate Development, Jeff develops and oversees strategy and inorganic growth initiatives, pipeline development, strategic evaluation, deal structure, valuation, due diligence, and negotiation. Working in close partnership with our Board of Directors, region leadership, and functional teams, Jeff strives to expand Core & Main's services across markets.

Prior to joining the organization, Jeff worked in multiple industries to provide consulting, acquisition management, and strategic business development initiatives both regionally and nationally, and acquired over a decade of experience in business and corporate development.

He served for five years as Director of Corporate Development for Barry Wehmiller Group, a private equity firm in Northern California with over \$850 million in capital. He developed the firm's deal sourcing, evaluation, and marketing functions, and expanded its intermediary network across North America. Prior to his time at Barry Wehmiller, Jeff served as Vice President and Director of Business Development at Bertram Capital Management, where he managed over 2000 intermediary contacts and more than 700 firms.

Jeff earned a Bachelor of Science in Business from Wake Forest University in 1998. He went on to achieve a Master of Business Administration from Washington University, with emphases in Strategy and Marketing. In 2015 Jeff was honored with a Mergers and Acquisitions 40 Under 40 Emerging Leaders Award.

