Iani Alecsiu Employee Highlight Q&A

1. How did you get started in the industry?

I started my career on Morgan Stanley's trading floor and then worked with the top ranked equity research team at Evercore and MoffettNathanson. Ironically, I went to business school with the intention of leaving finance and becoming involved more in the operations of a company, but discovered the private markets through Broadtree's unique operating model.

2. What is your favorite part of working at Broadtree?

The team at Broadtree has given me the opportunity of meeting impressive entrepreneurs and founders of businesses I couldn't have even imagined existed. It is both fun and intellectually challenging to get to know them and learn about their journeys. That and us getting together for karaoke

3. What are you most proud of in your career so far?

I know the best is yet to come! But for the past, being recognized as part of the top-ranking research team was a highlight in my career. I was fortunate to be part of an incredible team at Evercore and MoffettNathanson, while working directly with Fortune 100 CEOs and CFOs.

4. What's something about you that not many people know?

Most people are surprised to learn that I am an only child. I thrive in team environments and am always focused on bringing people together. It surprises people to hear that I played an individual sport (tennis) **and** am an only child.

5. What do you think is the most important skill that a successful professional in the PE industry needs to have?

Curiosity. It is easy to craft your own template of investment thesis and after a few deals become complacent following that same method. I am a big believer that staying engaged and asking the right questions will make you a better investment partner, better in diligence and better in uncovering potential where others may not see it.

6. What have been some of the most important lessons you've learned throughout your career?

Very early on, I learned how to differentiate the *interesting* from the *important*. Maybe being the daughter of a news editor or starting my career on the trading floor made me be attuned to all the noise that is surrounding the important facts. We are constantly forced to prioritize among all the tasks and lists that are thrown at us (or made by ourselves), so being able to differentiate between what is actionable to what is a "nice to have" is crucial.

7. What methods do you use to stay motivated and focused?

I generally try to surround myself with people that are better than me. I seek the groups in which I am not the smartest in the room, the work-out group in which I am the slowest runner, etc. I am in constant search of a challenge both intellectually and physically and that keeps me constantly motivated.

8. What industry changes or trends do you think will have the biggest impact?

The rise of generative AI and LLMs are the biggest disruptors of our generation. I am a big believer in how this technology will alter white collar jobs, the efficiency it will create, and how it will make us change behaviors. As we employ the use of LLMs and more AI-powered tools, we as managers and investors will also bear the accountability of employing them in a responsible fashion.



Iani Alecsiu
iani@broadtreepartners.com