

## 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 the Mergers and Acquisitions and Corporate Development functions, 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.

Jeff has over fifteen years of experience in business and corporate development and has lead or participated in more than twenty transactions totaling nearly \$1 billion. Most recently, he served as Director of Corporate Development for Barry-Wehmiller Group, a St. Louis, MO-based global supplier of engineering consulting and manufacturing technology. Jeff was instrumental in Barry-Wehmiller's acquisition-driven growth, helping propel the company from \$1.4 billion in annual revenue to over \$2.8 billion during his tenure.

Prior to his time at Barry-Wehmiller, Jeff held the roles of Vice President and Director of Business Development at Bertram Capital, a San Mateo, CA-based private equity firm with over \$850 million in capital. Previous to Bertram, Jeff served as Director of Business Development for an emerging St. Louis, Missouri-based private equity firm. Jeff began his post-MBA career at Emerson in St. Louis, where he worked with divisional and corporate leadership on business development and strategic planning activities.

Jeff earned a Bachelor of Science in Business from Wake Forest University and a Master of Business Administration from Washington University. In 2015 Jeff was honored as a recipient of the M&A Advisor 40 Under 40 Emerging Leaders Award. Jeff currently serves on the Board of Trustees at Mary Institute and Country Day School (MICDS).

