

FOCUS Investment Banking Welcomes New Managing Director, Expanding Technology Services & Telecom Industry Groups

Washington, DC, (February 7, 2024) – [FOCUS Investment Banking](#) (“FOCUS”), FOCUS Investment Banking (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that it has added a new managing director, Paul Carter, to its Technology Services and Telecom practices.

Mr. Carter boasts nearly a decade of investment banking experience advising middle market clients on a variety of mergers and acquisitions, capital raising and capital market transactions. During that time, Mr. Carter’s has focused on serving clients across the technology sector including software, tech services and telecommunications industries.

Before joining FOCUS in 2023, Mr. Carter served as Vice President for Jefferies Group, LLC where he spearheaded multiple software focused public market processes. He also led junior bankers in the production of materials for business development opportunities. His prior roles include Vice President for Raymond James and Associates, where he led multiple sell-side M&A processes across numerous technology industry sub-verticals; Associate positions at Harris Williams and Co. and Duff & Phelps, advising on multiple engagements including sell-side M&A and capital raising transactions.

Mr. Carter's professional journey began with distinguished service in the U.S. Navy submarine fleet, where he completed multiple deployments across the Pacific Theater. His distinguished service was recognized with various military accolades, including a Navy Achievement Medal and multiple Admiral citations. Currently based in Atlanta, GA, Mr. Carter holds a Bachelor of Arts in Finance from Michigan State University, and a Master of Business Administration from the prestigious University of Oxford.

“We are thrilled to welcome Paul to our Tech Services team at FOCUS,” commented Stan Gowisnock, FOCUS Chief Strategic Advisor and Tech Services Team Leader. “His extensive experience with previous clients, as well as his professional backgrounds in this industry will provide an unprecedented level of intel to new prospective clients. I look forward to seeing his continued success and I look forward to working with him.”

**These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.*



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