

# BIOGRAPHY



## **Jeff Giles**, Vice President, Corporate Development Core & Main

Jeff Giles is vice president of corporate development for Core & Main, a leading distributor of waterworks and fire protection infrastructure products in the U.S. As a member of the executive team, Giles leads the company's strategy and inorganic growth initiatives, overseeing the mergers and acquisitions function, including pipeline development, strategic evaluation, deal structure, valuation, due diligence and negotiation. Working in close partnership with the board of directors, regional leadership and functional teams, Giles strives to expand Core & Main's services across both new and existing markets.



With more than 15 years of experience in business and corporate development, Giles has led or participated in more than 30 transactions totaling over \$1 billion. Prior to joining Core & Main, he served as director of corporate development for Barry-Wehmiller Group, a St. Louis-based global supplier specializing in capital equipment manufacturing, where he was instrumental in Barry-Wehmiller's acquisition-driven growth, which helped propel the company from \$1.4 billion in annual revenue to more than \$2.8 billion during his tenure from 2013 to 2018. Previously, Giles was vice president and director of business development at Bertram Capital, a private equity firm with over \$850 million in committed capital. Earlier in his career, he worked with corporate leadership on business development and strategic planning at Emerson.

Giles has an MBA from Washington University and a bachelor's degree in business from Wake Forest University. In 2015, he received the distinguished 40 Under 40 Emerging Leaders Award from The M&A Advisor. Giles serves on the board of trustees at Mary Institute and St. Louis Country Day School and volunteers with [Operation Sunscreen](#) and [World Pediatric Project](#).

### **About Core & Main**

*Based in St. Louis, Core & Main is a leading specialized distributor of water, wastewater, storm drainage and fire protection products, and related services, to municipalities, private water companies and professional contractors across municipal, non-residential and residential end markets nationwide. Core & Main's specialty products and services are used in the maintenance, repair, replacement and construction of water and fire protection infrastructure.*

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