



# JOEL BUCHANAN

ASSOCIATE  
BUSINESS AND CORPORATE GROUP

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Joel Buchanan is an Associate in the Business and Corporate group at Martin LLP. His practice focuses on general corporate work and corporate transactions, including mergers and acquisitions, private placements and debt/equity financing.

Prior to joining the firm, Joel was a member of the Corporate Strategy and Development group at Pitney Bowes. In that role, he was intimately involved in mergers and acquisitions activity, ranging from investment thesis to deal execution.

With a background in accounting and finance, Joel is well-versed in financial modeling, profit optimization analysis and a variety of other finance techniques. He has worked on both the buy-side of transactions, providing analytical support for acquisitions, and the sell side, working on divestitures. This has included communicating and coordinating C-level deal teams, operating data rooms, negotiating with prospective buyers, and other corporate finance-related roles. He's also worked on the sell side, helping manage the divestiture and sale of business units.

As a practitioner, Joel's corporate background allows him to augment his legal expertise with a broad range of deal-related functions to a degree unusual for a corporate attorney. This includes closely managing all phases of due diligence, scheduling and coordinating deal teams, building and managing data rooms as well as working within them, and managing payments and funds transfers.

He also provides a unique strategic and operational perspective to Martin's corporate clients. The structure of a corporate transaction, and the ensuing negotiations, invariably has a financial impact that varies in concert with deal terms. Joel can ensure that as a deal is negotiated, moves forward and evolves, that the client's financial and strategic best interests are always well-served.

Born and raised in Atlanta, Georgia, Joel is married and has two children. He is a member of the 100 Black Men of Stamford and enjoys tennis, reading, podcasts, exercising, and the occasional dinner party.

## ADMISSIONS

>> Connecticut

## EDUCATION

>> University Of Georgia School of Law, J.D.  
>> University of West Georgia, B.A.

## AFFILIATIONS

>> The 100 Black Men of Stamford

## AREAS OF PRACTICE

>> Corporate  
>> Mergers & Acquisitions  
>> Corporate Finance