

CASE STUDY

Global Alternative Investment Firm

StevenDouglas has become a preferred search partner for a leading global alternative investment firm with \$60 billion of equity capital under management, with a focus on the mid cap segment of the market and a family of funds that includes Private Equity, Growth Equity, Real Estate, Direct Lending, Infrastructure, Special Situations Debt and Biohealth companies.

Partnership

The Global Investment firm recently acquired a \$1B business Chemical Manufacturing business out of a larger public company.

CHALLENGE: Post acquisition/carve-out, the PE firm needed to be able to stand up all new HQ functions because they had a month agreement with the former parent company to use their shared services for Accounting/Finance, IT, HR, Marketing, Legal, etc.

SOLUTION: StevenDouglas put together a cross-functional team of search experts from various practices to fill key gaps and build out teams where it was needed. We were able to collaborate with the leadership team and quickly get this highly specialized manufacturing business up-and-running across all departments to facilitate a smooth operational transition when the month shared services agreement concluded.

Positions Filled

- | | |
|----------------------------|-----------------------------------|
| ✓ CHRO | ✓ CRM Specialist |
| ✓ Controller | (Salesforce) |
| ✓ FP&A Director | ✓ Logistics Manager |
| ✓ (2) Treasury Managers | ✓ Marketing |
| ✓ Senior Financial Analyst | Communications & Insights Manager |

Successful Outcomes

StevenDouglas leveraged its 25 offices nationally and its various specialized search teams to build, scale, and top-grade talent for over 20 successful searches across 7 portfolio companies spanning from C-Suite level to mid-management roles.

Distributor Company

- ✓ Completed 8 Searches in 2023
- ✓ Covered Finance, Accounting, Operations, Marketing, HR, and Revenue Cycle
- ✓ Relevant Searches: CHRO, FP&A Director, Logistics Manager, Senior Financial Analyst

Retail & Technology Businesses

- ✓ Completed 10 searches across 4 companies
- ✓ Covered Operations, Finance, Accounting, Human Resources, Marketing and Logistics
- ✓ Relevant Searches: VP of Procurement, VP of Corporate Communications, Creative Director, Head of Operations, Director of Analytics and Projections, Director of Warehouse Operations, Business Analyst II, Controller

Manufacturing Company

- ✓ Completed 3 searches
- ✓ Covered Supply Chain, Finance & Accounting
- ✓ Relevant Searches: Chief Supply Chain Officer and Treasury Manager

Private Equity Fund - Level

- ✓ Completed 2 Searches
- ✓ Relevant Searches: Operating Partner and Acquisitions Analyst