

# From Three Months of Cash to Profitability in Six Months

Industry: AgTech Company

Engagement: Executive Search – Chief Executive Officer



## Background

A startup AgTech company producing both fresh and CPG products in a competitive, margin-pressured market approached **Lighthouse Value Partners** to recruit a **growth-focused CEO**. The company was committed to **innovation and sustainability** but needed a leader who could quickly stabilize the business, raise capital, and unlock profitable growth.

## The Goal

Recruit a CEO with **capital-raising expertise** in a challenging market.

Identify a leader skilled in spotting **new product opportunities** to improve margins.

Balance **commercial strategy** with **hands-on operational leadership** to drive profitability.

## The Challenge

### Severe Capital Constraint

Only **three months of cash** remaining.

### Industry Headwinds

Investor appetite was at an all-time low due to recent competitor bankruptcies.

### Operational Inefficiency

Low sales and underperforming operations hindered any immediate turnaround.



## The Lighthouse Solution

Within six months, Lighthouse placed a **seasoned CPG startup executive** with a proven track record in scaling operations and raising capital under pressure.

**Key Actions by the CEO within Six Months of Onboarding:**



### Operational Reorganization

Restructured the entire operations and product portfolio.



### Capital Acquisition

Raised **\$6M in new capital** and completed a sale-leaseback transaction to improve liquidity.



### Commercial Strategy Pivot

Overhauled the sales playbook to focus on **higher-margin opportunities**, setting the business on a path to **40% margins**.

## Results

### Profitability Restored

First time in the company's six-year history.

### Liquidity Secured

Extended runway and stabilized investor confidence.

### Positioned for Growth

Created a clear pathway to sustainable margins and scalable growth.

## Impact Statement

In less than a year, Lighthouse Value Partners helped transform a capital-starved AgTech startup into a **profitable, growth-ready business** by placing the right leader at the right time—proving that decisive executive search can be the catalyst for rapid business recovery and value creation.



## Optimization Team

**John Pappanastos**  
Managing Partner

**Shields Legal Group**  
Governance and Legal