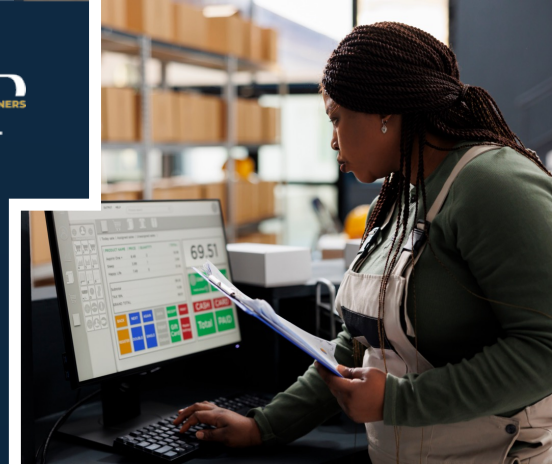


Strategic COO Placement Drives \$10M in Annual Savings and 3x Margin Growth

Industry: Manufacturing & Supply Chain

Engagement: Executive Search – Chief Operating Officer



Background

A rapidly growing, PE-backed supply chain and logistics company partnered with **Lighthouse Value Partners** to recruit a **Chief Operating Officer** with advanced technology expertise and a proven ability to develop and maintain sourcing partnerships.

The business operated in a volatile commodity market and needed a leader who could thrive in a **fast-paced, high-pressure environment** while delivering measurable operational improvements.

The Goal

Identify a creative, results-oriented leader with exceptional problem-solving skills.

Ensure the candidate had a track record in **process improvement, execution excellence, and business acumen**.

Support the company's aggressive growth targets while navigating multiple leadership transitions.

The Challenge

Complex Market Dynamics

Required deep understanding of manufacturing and supply chain operations in an unpredictable commodity market.

Cultural Fit

Needed a leader capable of balancing rapid execution with methodical decision-making.

High Stakes

The company was in the midst of leadership changes, with private equity stakeholders expecting accelerated results.

The Lighthouse Solution

By leveraging our **specialized talent network** and rigorous vetting process, Lighthouse identified and placed a **high-potential, early-career COO** with:



Strong **functional leadership** capabilities.



Value-added industry expertise aligned to the client's operational needs.



Proven results orientation with the ability to act decisively and strategically.

Results

Cost Optimization

Reduced logistics costs by **\$10M annually** in the first year.

Margin Expansion

Increased margins by **3x** within 12 months.

Strategic Exit Readiness

The operational turnaround attracted a strategic acquirer, resulting in a **2x valuation increase** compared to pre-placement levels.

Impact Statement

Through targeted executive search and placement, Lighthouse Value Partners not only filled a critical leadership gap but also **directly enabled transformative operational and financial performance**—culminating in a high-value strategic exit opportunity for the client.

Optimization Team

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