



## How We Helped a PE Portfolio Company Grow Its Mission Impact & Financial Strength



Chief Financial Officer



Chief Marketing Officer



Chief Sales Officer

### The Success Story

#### Company Challenge:

95 Percent Group, an education company dedicated to helping educators identify and address the needs of all readers, had recently been acquired by a private equity firm. With the two founders transitioning into board and investor roles, the company was left with only one executive, the CEO. As the company experienced rapid growth, it was crucial to bring in experienced leaders who could drive product and service development strategies, enhance operations, and expand sales and marketing capabilities. The CEO understood that maintaining momentum was essential, but equally important was investing in leaders who embodied the company's mission and values.

#### Solution:

Within two weeks, the JM Search team produced a robust candidate pool that aligned with 95 Percent Group's needs and culture. By working closely and collaboratively with the company, JM Search swiftly identified and placed a Chief Financial Officer, Chief Marketing Officer, and Chief Sales Officer. These new hires added depth to the leadership team and introduced fresh perspectives and ideas to help the company achieve its goals. Consequently, 95 Percent Group has seen improved financial performance, with sales increasing by 33% in the first year following the acquisition and has established a stronger reputation within the industry.



*Our company was rapidly growing, and time was of the essence to keep our momentum going. But as importantly, we needed to invest in leaders that embody the company's mission and values.*

Brad Lindaas, CEO  
95 Percent Group



## Key Client Contact



**Brad Lindaas**  
CEO

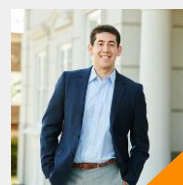
## The JM Search Team



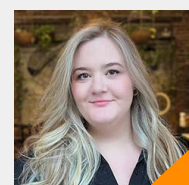
**Elba Pillion**  
Partner



**Renee Forcey**  
Principal



**Jeff Slade**  
Principal



**Kate Borkovitz**  
Principal

## About JM Search

**JM Search is the leading retained executive search firm for private equity, and other growth-oriented private and public organizations.**

With over 40 years of experience, our partners are immersed in your search every step of the way, supported by a passionate, cohesive team of recruiting experts.

With deep sector and functional-specific expertise, our partners have built expansive professional networks from decades of firsthand experience to ensure the best possible outcomes for our clients and their businesses.

**One firm, focused on you.**



2023 America's Best Executive Recruiting Firms



2022 America's Top 49 Retained Executive Search Firms



2023 Hunt Scanlon Top 50 Recruiters



2023 Top Retained Search Firms

## Connect With Our Expert



**Elba Pillion**  
Partner  
610-659-0814  
[pillione@jmsearch.com](mailto:pillione@jmsearch.com)