

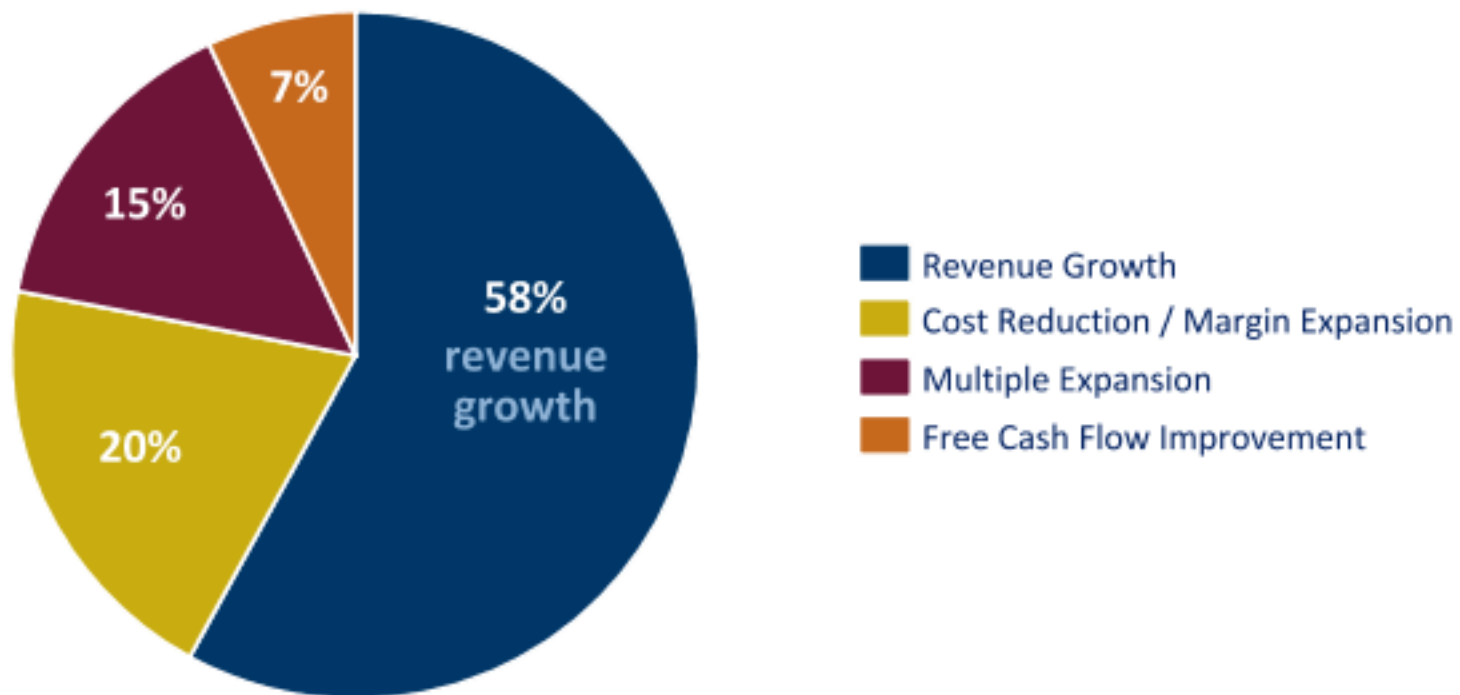
CEO Perspectives:

Accelerating Growth and Transforming Commercial Models

Blue Ridge Partners, LLC

accelerating
Profitable Revenue Growth

Revenue growth is #1 driver of value creation



ANDREA VAN DAM



- » CEO of Stella Rising (Stephens Capital)
- » Former CEO/CRO of Women's Marketing (Halyard Capital, PNC Riverarch)
- » 25 years in senior level sales and management roles
- » Growth advisor for indie consumer brands for two decades
- » Mentor, Entrepreneurs Roundtable Accelerator
- » Board Member, National Charity League

RICHARD WYCKOFF



- » CEO of Arctic Glacier (Carlyle)
- » Former CEO of U.S. Security (Goldman/Audax)
- » Board member at Restaurant Technologies, Inc (Goldman/Arlon)
- » Commercial leadership roles at C&S Wholesale Grocers, ARAMARK, r4 Technologies and IBM
- » At Culbro Corporation, was VP of Business Development and division President/COO
- » Was President of the Refreshment Services business at ARAMARK

DORON GROSMAN



- » CEO of GCT Global Container Terminals
- » Former operating partner at Court Square
- » Previously President of Hexcel Corp and Quebecor Magazine Printing Solutions
- » Former Chief Operating Officer at Trane Air-Conditioning business
- » Spent 11 years at GE Corporate & GE Plastics
- » Started his career at Bain & Company

BLUE RIDGE PARTNERS MANAGEMENT CONSULTING

Key Insights on Revenue Growth from Portfolio Company Leaders

Findings from over 500 senior executives



1. The best growth opportunities are often in the “core” of the business
2. There’s no shortage of good ideas for accelerating growth; the limitation is implementation
3. Growth planning, sales force effectiveness and pricing are typically the most attractive levers
4. There is often a misalignment between executives on the leadership team about the quality of existing capabilities and priorities for improvement

ANDREA VAN DAM

(Stella Rising)



RICHARD WYCKOFF

(Arctic Glacier)



DORON GROSMAN

(Global Container Terminals)

