

CASE STUDY

Leadership coaching consulting firm needed for executives

INDUSTRY: Other

BUSINESS TYPE: B2B

CHALLENGE

A PE vice president came to us with a critical need for leadership coaching services to build up one of their portco's mid-level management teams in preparation for sale. Looking to exit the company within the next year and with several high performing mid-level leaders with little to no executive experience, they were in critical need of a provider that could coach this cohort up for the sale process. The firm specifically wanted a provider that had experience in a PE setting, practice around exit prep, and expertise in coaching the management level just under the C-suite.

RESULT

Within less than 24 hours from the initial scoping call, the PE firm was introduced to an exact-fit leadership coaching provider. The client engaged the recommended provider and was able to confidently move forward in their efforts to sell the business knowing that their management team would now have the proper coaching required to successfully deliver on their roadshow presentations.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade prep for sale needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of leadership coaching consultants that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria, and then connected the client with the select pre-vetted executive coaches from our invitation-only Intelligent Network that fit their exacting needs.

“The executive coach presented to us by BluWave was a best in-class provider that met our exact criteria and was able to drive significant improvement in our management team's executive presence and skills.”

- Vice President @ PE Firm