

Do you want to become a company owner?

By Poul Pedersen, founder and Managing Partner of the executive search firm Pedersen & Partners



If so, then you might be interested to know that the large regional private equity fund manager Enterprise Investors and the executive search firm Pedersen & Partners is operating a “MBI & MBO Club” in Poland, Romania, Czech Republic, Hungary, Slovakia, Bulgaria, the Baltics and Ukraine.

This exclusive Club (membership is by invitation only) is focusing on the issues and challenges facing ambitious managers interested in acquiring a business through a management buy-in (MBI) or buy-out (MBO) and accessing the necessary capital.

MBO or MBI is a transaction where a group of managers backed by a private equity firm and banks acquires a business and assumes day-to-day management of a company. After increasing its value and repaying the acquisition financing both the management and financial investor sell the business. Alternatively, the managers can stay in the company buying out the private equity investor’s stake.

For an experienced manager considering his/her career options, it would be a mistake to limit the considerations to “employment only”. Alternatives are to do a start-up or complete an MBI/MBO.

The “MBI & MBO Club” was established in 2001 and it is the first of its kind in Central and Eastern Europe. It is an informal network of a select group of successful directors and managers. The Club meetings are held a few times a year. Regardless whether a member completes a deal or not, the Club membership ensures the members are part of an exclusive network of high profile, influential managers. The Club meetings are a mixture of informal networking and structured presentations that can help members succeed with their MBI or MBO plans. The “MBI & MBO Club” members are also given access to an extensive network of useful contacts and advisors.

The Club is Regional. Members in one country have the right to participate in Club meetings in the other countries.

Managers interested in the MBI/MBO route to entrepreneurship in CEE are encouraged to obtain information about the Club and to apply for membership.

Information about the Club can be found under the MBO & MBI section of Pedersen & Partners’ web page www.pedersenandpartners.com.

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Nicosia, Prague, Riga, Sarajevo, Skopje, Sofia, St. Petersburg, Tallinn, Tashkent, Tbilisi, Tehran, Tel-Aviv, Tirana, Toronto, Vienna, Vilnius, Warsaw and Zagreb. Our values Trust - Relationship - Professionalism apply to our interaction with clients as well as executives. More information about Pedersen & Partners is available on www.pedersenandpartners.com

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