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BEATRICE H. MITCHELL
Sperry, Mitchell & Company

Beatrice H. Mitchell
Co-Founder and Managing Director
Sperry, Mitchell & Company

What led you to a career in the deal-making industry?

After business school, I was unhappily working at an ad agency. Fortunately, I met the President of a boutique investment bank at a party and convinced him to hire me.

How does diversity add value in the deal-making process?

Diversity brings differing experiences, perspectives, insights and skill sets to the table, which can only enhance the probability of success.

The most memorable deal I worked on....

The sale of the Apple Montessori Schools in 2018. Run by four second-generation sisters, this was the first woman-owned and woman-run

business that I sold.

Advice for achieving success in the industry....

Work harder than your peers. Produce more and better than your peers. Become someone who commands respect, irrespective of your gender.

Profile:

Beatrice is the Co-Founder of Sperry, Mitchell & Company, one of the oldest and most active independent investment banks serving the domestic middle market. She also co-owns Percival Scientific, a leading lowa-based manufacturer of biological incubators and plant growth chambers. She is on the Board of Managers at Haverford College, a member of the Executive Committee and on the Board of the InterSchool Orchestras of New York, Chair of the Development Committee on the Board of ICD – The Institute for Career Development, and a member of the Board of Governors of Off the Record, a foreign policy forum. Beatrice is a regular lecturer at leading business schools and a frequent speaker at M&A conferences, in addition to being widely quoted by the press.

Location: Sperry, Mitchell & Company, New York, New York, United States.

Education: M.B.A., from the Columbia University Business School and B.A., from Yale University.
