

# Sperry Mitchell & Co.'s Beatrice Mitchell Named to the 2023 Most Influential Women in Mid-Market M&A

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*Mergers & Acquisitions* names the 2023 Most Influential Women in Mid-Market M&A, including Sperry Mitchell & Co.'s Beatrice Mitchell.



#### Describe a recent dealmaking accomplishment.

My firm focuses on representing owners of lower middle-market private companies in the sale of their businesses. Most of our sell-side clients are located in North America. However, a little more than a year ago, I was introduced to two bright young entrepreneurs in Vietnam who owned **Glass Egg Digital Media**, a leading art outsourcing studio, serving the video game development market.

The owners had been approached by a number of industry consolidators and they sought a banker to advise them and guide them through a sale process. We created a robust market of global suitors with my clients eventually deciding to sell to **Virtuous Holdings PTE** of Singapore. Virtuous was represented by **Lincoln International** out of their Paris office, meaning that deal negotiations typically consisted of Zoom conferences between offices in Vietnam, Singapore, Paris and New York (and, including deal counsel, the British Virgin Islands and Boston).

#### How are you a champion of diversity, equity and inclusion (DEI)?

I spend a lot of my time behind the scenes mentoring young women and people of color in finance. I try to provide guidance as to how to navigate a male-dominated profession and how to think long-term about moving into positions of power. The path is not easy, nor is it linear. However, I do believe that with a proper long-term strategy, ambition and determination, women and people of color can create sustainable career paths in M&A and private equity.

For the full list of 2023 Most Influential Women in Mid-Market M&A, see [here](#).

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