

Sperry Mitchell’s Beatrice Mitchell Named to the 2024 Most Influential Women in Mid-Market M&A

JANUARY 8, 2024 | WENDY CONNETT

Mergers & Acquisitions names the 2024 Most Influential Women in Mid-Market M&A, including Sperry Mitchell & Co.’s Beatrice Mitchell.

2024 Most Influential Women in Mid-Market M&A

Beatrice Mitchell
*Co-Founder,
 Managing Director
 Sperry Mitchell & Co.*

Tell us about yourself.

I am the vice chair of **Off-The-Record (OTR)**, the longest-running women-focused foreign policy lecture forum in the U.S. OTR’s members hear from renowned foreign policy professionals and thought leaders on a regular basis. As our name implies, all of our lectures are “off the record” and cannot be recorded or reported.

Our membership and board of trustees are comprised entirely of women, and we make an effort to hear from as many senior foreign policy women as possible. In our increasingly connected world, we believe it is vitally important for women to be knowledgeable of, and engaged in, foreign affairs.

Describe a recent dealmaking accomplishment.

In 2017, I was introduced to the two owners of **Cavalier Logistics Group**, a provider of advanced logistics services, primarily for the biopharma and healthcare end-markets. Given some near-term actionable growth opportunities, we advised the owners to make progress on these growth initiatives before engaging

with potential buyers.

In the fall of 2021, we began to approach a narrow group of pre-vetted strategic buyers. As the targeted process played out, however, it quickly became apparent that **Mitsubishi Logistics** was the preferred buyer, not only offering a premium valuation, but also providing an appealing new home for the business and its employees. Still, the deal presented numerous challenges, most of which were cultural. In the end, it took us over two years to close the deal. Our clients were thrilled with the deal, which, of course, is the result every banker seeks.

For the full list of **2024 Most Influential Women in Mid-Market M&A**, [see here](#).

