

# officer bio



Jim Lawson | **Co-Chairman & Managing Director**

## **Role at Lincoln International:**

Jim is Co-Chairman of Lincoln International. In that role he provides overall strategic, operational and financial direction to the organization. Additionally, Jim actively markets the firm's services, manages key client relationships and leads selected deal teams.

## **Advisory Expertise:**

Jim has 25 years of experience in marketing and negotiating the sale of manufacturing, distribution and service businesses. Jim has also advised on acquisitions, both public and private, as well as provided fairness opinions and other forms of valuations. Jim has advised on financings, both public and private. In addition to selling attractive companies for premium prices, Jim also has extensive expertise in selling distressed or overlevered companies both prior to a bankruptcy and through the bankruptcy or similar process.

Jim currently serves on the board of Bell Industries, Inc. (ASE:BI) and is chairman of the audit committee. Jim also serves on the board of JEB, Inc. (privately held).

## **Industry Expertise:**

Jim has completed over 100 merger and acquisitions transactions in a variety of industries. Currently, Jim is a member of the Building and Construction group and co-heads the Financial Restructuring group.

## **Past Affiliations:**

Prior to co-founding Lincoln International in 1996, Jim served for six years as a senior officer with Peers & Co., an international mergers and acquisitions advisory firm. At Peers Jim spent significant time working on cross-border transactions, with a particular focus on Japan.

From 1981 to 1990 he worked in corporate finance for PaineWebber Incorporated, both in Chicago and New York, leaving in 1990 as a senior officer in the Mergers and Acquisitions Department to help establish the Chicago office of Peers & Co.

Jim began his career in public accounting with KPMG LLP.

## **Academic Credentials:**

Jim earned a master of business administration degree from the University of Chicago's Graduate School of Business, and a bachelor of science degree from Washington & Lee University where he graduated magna cum laude and was elected a member of Beta Gamma Sigma.