



Exceptional Leaders International



Don MacKenzie Senior Advisor

Don is passionate about helping companies grow organically and acquisitively. He has worked with numerous companies across a variety of industries to develop and optimize their operations infrastructure and build and execute robust growth strategies.

Over his 25 year career, Don has guided mergers and acquisitions for dozens of financial and strategic acquirers, managed the operations of two world-leading venture capital firms, and been a key member of corporate management teams. Don's leadership positions in professional services firms that work with equity investors, his management roles in private equity-backed companies, and his executive positions within investment firms all give him unique insight into all facets of the equity investment cycle.

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BACKGROUND

Don has considerable experience in pre-acquisition due diligence, as well as in helping companies raise and manage capital, streamline operations, and build world-class teams. He trained in finance in the UK with Ernst & Young, leading due diligence teams in the M&A practice, before moving to the US and joining PricewaterhouseCoopers' Transaction Services team. Between Ernst & Young and PwC, Don was involved in over 150 due diligence assignments in a broad range of industry sectors, both in the US and overseas.

He was recruited from PwC by a private equity firm to join a manufacturing company in their portfolio as worldwide CFO, managing all aspects of the group's worldwide finance function. Don then spent several years as CFO/COO and general partner of two renowned venture capital firms where he led the day-to-day operations and worked closely with portfolio companies. After his role in venture capital, Don joined a New England-based professional services firm.

Don holds a bachelor's degree from the University of St. Andrews in Scotland. He is an Associate Chartered Accountant with the Institute Of Chartered Accountants in England and Wales. Don is also a board member of the Boston Chapter of the Association for Corporate Growth, a member of the Private Equity CFO Association, and a member of the Financial Executives Alliance.

OUTSIDE THE OFFICE

Outside of work, Don loves spending time with his wife and four sons. He also enjoys playing golf, traveling, cooking, and reading.