

Innovation and Growth in Mature Markets

Growth and Margins

An Infrastructure and Services company recently acquired by a Private Equity fund, requiring rapid growth both organically and through acquisitions, while simultaneously improving its operating margins.

Our Contribution

We provided support in the organizational design and the establishment of a new Data Analytics & Innovation division. This unit was created to identify and leverage key business drivers and unlock hidden value within the organization. We defined the ideal leadership profile for this strategic initiative and led the recruitment process to attract and hire the right professional for the role.

Results

A senior professional was successfully onboarded to lead this newly created area, which has become instrumental in building new capabilities across the organization. The focus has been on harnessing data as a strategic asset, extracting insights from existing knowledge, and developing information-driven advantages to strengthen the company's competitive positioning. Tangible improvements have already been observed in margin performance, as well as in the company's ability to assess acquisition opportunities—enabling more accurate estimations of potential synergies and thus supporting better-informed pricing decisions during the deal-making process.

Consultant Name: Ivan Gonzalez, Executive Partner (Spain)

Email: Ivan.gonzale@taplowgroup.es

Phone Number: +34650412878