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Breaking through: 10 women smashing PE's glass ceiling

By Staff Report

KPS Capital Partners' **Raquel Palmer** is one of the most important voices at one of the most successful mid-market private equity firms of the past decade.

A graduate of **Stanford University**, Palmer started her investment career at **Kidder, Peabody & Co** as an investment banker focusing on paper and forest products. She later joined **Keilin & Co** before finding a home at KPS, where she emerged as one of the most formidable dealmakers in the turnaround space.

"The way our firm works, and has always worked, is by consensus," Palmer told *Buyouts*. "We are very much — if you look at our strategy, we're very hands-on."

Palmer chairs the investment committee and leads the boards of portfolio companies **Electrical Components International**, **Expera Specialty Solutions**, **International Equipment Solutions** and **Heritage Home Group**, her KPS biography shows.

Palmer considers the latter among the most rewarding, and challenging, investments of her career. KPS specializes in turnarounds, and with Heritage Home, a furniture company that was acquired out



Raquel Palmer, partner, KPS Capital Partners.

of bankruptcy in 2013, the firm and its management team had to "transform virtually every part of the company," she said.

"We have a very good recipe," Palmer said, noting that KPS's partners have

tried to foster an environment that encourages work-life balance. "When you start to get larger and more institutionalized, you have to work on maintaining it." ♦

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