





Margaret Martin

Consultant

Senior independent consultant with 8 years of strategy and operations work, last 3 as a contractor on retainer for two PE firms and several direct corporate clients. Specialize in commercial diligence, pricing, and post-close value creation in industrial services.

CONTACT INFORMATION

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KEY SKILLS

- Commercial due diligence
- Pricing strategy
- Value creation planning
- PE portfolio reporting
- Industrial services sector
- Financial and operating models
- Workshop facilitation
- Retainer structuring
- Subcontract management

PROFESSIONAL EXPERIENCE

2022 - Present

Senior Consultant (Contract) | Beckwith & Co., Denver, CO

- On retainer with two lower-middle-market PE firms; ran 9 commercial diligences in 2023 alone with an average turn of 22 days.
- Co-led pricing redesign at a HVAC services platform; gross margin on service contracts improved by about 240 basis points within two quarters.
- Built a portfolio-wide KPI pack across 6 holding companies so the operating partner could compare apples to apples in monthly reviews.
- Subcontract relationships with two boutique firms cover overflow work during Q4 deal season.
- Mentor two contract analysts on a per-project basis, including scoping their hours and reviewing models.

2019 - 2022

Engagement Manager | Frontier Trail Consulting, Denver, CO

- Managed mixed teams of 3-5 on cost and pricing engagements for industrial and energy services clients.
- Sold \$1.4M in follow-on work across three accounts by turning diligence findings into 6-month value creation plans.
- Built the firm's standard pricing diagnostic, later used on 12+ engagements.

EDUCATION

MBA, Tuck School of Business at Dartmouth, 2019

B.A. Mathematics, Colorado College, 2015