



A BRADLEY-MORRIS CASE STUDY

THOMPSON STREET

CAPITAL PARTNERS

COMPANY PROFILE:

Thompson Street Capital Partners is a St. Louis-based private equity firm focused on investing in founder-led middle market businesses. Founded in 2000, the firm has completed more than 100 investments in the Healthcare & Life Science Services, Software & Technology Services and Business Services & Engineered Products sectors and has managed more than \$1.5 billion in capital. With a culture driven by honesty, discipline and creativity, Thompson Street Capital Partners is supported by a team of professionals that brings more than 100 years of combined middle-market private equity experience.





SOURCE OF TOP TRAINED TALENT

In a competitive industry that depends on high-achieving, results-driven professionals to determine success, Thompson Street Capital Partners recruits the best and the brightest. One particular demographic that has proven especially successful at the firm is military trained and educated talent. These individuals possess an unmatched set of skills that are translatable across a wide spectrum of industries, including finance. While other private equity firms focus on recruiting solely from a business management trained pool of candidates, Thompson Street finds success in targeting its recruitment on the nation's top military talent. The firm currently claims three graduates from the United State Military Academy at West Point, one graduate of the United States Air Force Academy and a Princeton ROTC graduate, all of whom served in the military before transitioning to the private equity industry. These individuals embody the work ethic, drive, sensibility and stamina necessary to navigate the high-stakes and ever-changing investment industry.

CANDIDATE SUCCESS

One associate who has found success at the firm is Evan Seale. Seale, a graduate of the United States Military Academy at West Point and former Officer in the United States Army who served with the elite 75th Ranger Regiment, never expected to translate his military background into the finance industry. With guidance of Bradley-Morris, Inc., a recruiting firm founded by veterans for veterans, Seale uncovered a career opportunity that would allow him to use his military skills in an organization that depends on intelligent, hard-working talent to successfully grow its business.

Seale found the transition from the military to Thompson Street to be incredibly rewarding. "Coming from the military into this environment is challenging but the professionalism and competitive nature makes you feel right at home" he said. "People making this type of transition are concerned where they are going to fit in, but what you don't realize is that the skills you learned in the military more than prepare you for success."

Seale's military skill set is what signaled Thompson Street Capital Partners to recruit him. Jack Senneff, the firm's managing director of deal origination, identifies Seale's valuable traits that he brings to the organization, "Some of Evan's principal strengths include his intense work ethic, strong communication skills, strategic decision making and effective leadership. Evan maintains a proactive mindset and works tirelessly to succeed. He continually challenges himself and has developed and implemented many improvements to our systems and processes."

Identifying the skills of military trained talent and discovering candidates who possess these traits has proven to be a successful strategy for Thompson Street Capital Partners across the board. While military trained candidates may not recognize their value in this type of industry, private equity firms are hard-pressed to find comparable talent that possess integral skills leading to successful results.



Evan Seale,
USMA Graduate

"Evan is an impressive leader and a talented professional. Evan served as US Army Ranger in combat before joining our firm and, as one would expect from such an individual, he has a strong sense of perspective. He is always positive, collaborative and respectful. Evan displays absolute integrity and he truly excels in high-pressure situations. Evan is a true team player and has been a positive force within our firm and we would not have found him without Bradley-Morris"

– Jack Senneff, Managing Director – Deal Origination,
Thompson Street Capital Partners