

officer bio



Jim Lawson | Chairman & Managing Director

Role at Lincoln International:

Jim is Chairman of Lincoln International. In that role he provides overall strategic, operational and financial direction to the organization. Additionally, Jim actively markets the firm's services, and manages key client relationships. As a Managing Director, Jim leads or co-leads selected deal teams.

Advisory Experience:

Jim has over 25 years of experience in marketing and negotiating the sale of manufacturing, distribution and service businesses. Jim has also advised on acquisitions, both public and private, as well as provided fairness opinions and other forms of valuations. Jim has advised on financings, both public and private. In addition to selling attractive companies for premium prices, Jim also has extensive expertise in selling distressed or over levered companies both prior to a bankruptcy and through the bankruptcy or similar process.

Jim has served on the board of directors of both publicly traded and privately owned businesses, in the U.S. and internationally. In these roles, Jim has gained knowledge and perspective on the issues facing boards of directors and senior management.

Industry Experience:

Jim has completed over 100 merger and acquisitions transactions in a variety of industries. Prior to becoming Chairman, Jim served as the co-head of the Building & Infrastructure Group and Co-Head of the Restructuring Group.

Past Affiliations:

Prior to co-founding Lincoln International in 1996, Jim served for six years as a senior officer with Peers & Co., an international mergers and acquisitions advisory firm. At Peers, Jim spent significant time working on cross-border transactions, with a particular focus on Japan.

From 1981 to 1990 he worked in corporate finance for PaineWebber Incorporated, both in Chicago and New York, leaving in 1990 as a senior officer in the Mergers and Acquisitions Department to help establish the Chicago office of Peers & Co.

Jim began his career in public accounting with KPMG LLP.

Academic Credentials:

Jim earned a Master of Business Administration degree from the University of Chicago Graduate School of Business, and a Bachelor of Science degree from Washington and Lee University, where he graduated magna cum laude and was elected a member of Beta Gamma Sigma.