



## Darin L. Buchalter, FRICS, CRE

### Chief Executive Officer

T: 415-309-9933 E: dbuchalter@delta-cgi.com

**Darin L. Buchalter** is a proven senior operating executive with a record of success delivering year-over-year revenue and EBITDA growth, competitive operating margins, and increased enterprise/shareholder value in the competitive professional services market. With 20+ years strategic and hands-on executive leadership, Darin has driven turnaround, transformation, and strategic growth on a global scale in businesses from startup to \$550 million in revenue with EBITDA up to \$100 million.

He brings a unique blend as both an exceptional business leader in a market sector and concurrently as a successful C-level Executive, board advisor, and independently recognized expert in the real estate and construction industries, leading transformations that enable growth and enhanced valuation for companies and clients alike. Darin's intrinsic value is in human capital-intensive, asset-light businesses where building a compelling vision and strategy; leading exceptional talent; and expanding markets, adjacent service lines, and geographies are needed to deliver financial performance.

## Executive Background

- ▶ An independent consultant and a senior advisor to institutional equity-backed companies and private equity sponsors. Engagements have focused on complex, high-value transformation, M&A, and control and growth equity investments.
- ▶ Increasingly responsible executive roles at Navigant Consulting, a global business advisory and consulting firm, as Managing Director and Global Practice Leader, and at Ankura Consulting Group, LLC, a portfolio company of Madison Dearborn Partners, as Co-Head of Global Client Services and CAO.
- ▶ Key player in the execution of a \$470 million carve-out transaction from publicly traded Navigant and a simultaneous combination with private equity-backed startup, Ankura.
- ▶ Co-Head of Ankura's Global Client Services, successfully integrated people, clients, and infrastructure into one platform with direct responsibility for 800 revenue-generating employees on four continents.
- ▶ Restructured and transformed Navigant's Construction business followed by seven years of organic revenue growth with above target gross margins. Diversified geographically onto four continents becoming one of the largest operators in the space.
- ▶ In first role at Navigant, launched, built, and grew the Real Estate advisory business. Sold and completed over 100 assignments in five years.
- ▶ Testified as an expert witness in federal and state trials and international and domestic arbitration on subject matters such as damages including lost profits in real estate development, claims by activist shareholders against real estate operating companies, and class certification in real property matters.
- ▶ Foundation in Big 4 consulting as a Partner at EY.



## EDUCATION

- **Harvard Business School Executive Education**  
Leading Professional Service Firms, January 2020
- **University of California, Santa Cruz, BA** (Honors, Phi Beta Kappa), 1990

## CERTIFICATIONS & LICENSES

- Fellow of the Royal Institution of Chartered Surveyors (FRICS)
- Counselor of Real Estate (CRE)

## HONORS

### Who's Who Legal:

- Recommended as a Construction Expert Witness