

Christopher "Kit" Lisle

Value Creation Strategist | Execution Gap Advisor | PE Ecosystem Partner

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ADVISORY PROFILE

30 years at the intersection of private equity and operating leadership. The problem I solve: most PE-backed companies don't fail from bad strategy — they fail because the investment thesis never gets translated into how the company operates day-to-day. I call that gap the Execution Gap. Closing it, for first-time PE-backed management teams, is what I do. I speak both languages — sponsor and operator — challenge without ego, and bring frameworks that hold under pressure. Most valuable in transition moments: first-time PE-backed roles, leadership resets, governance inflection points, early hold-period decision fog.

CORE CAPABILITIES

Investment Thesis Translation • Value Creation Planning & Execution • PE Board Dynamics & Governance • Execution Risk Assessment • Management Team Alignment • Commercial Due Diligence • Exit Planning • Peer Advisory Facilitation

EXPERIENCE

Founder & Managing Director | The Operators | TheOperators.pe 2023 – Present

- Built the private equity ecosystem's first peer community exclusively for PE-backed executives; 750+ members including CEOs, CFOs, operating partners, and trusted advisers
- Designed and delivers The Activation Bootcamp — a 2.5-day post-close alignment engagement compressing time-to-value-creation in the critical first 45–100 days of PE ownership and Value Creation Operating System
- Facilitates specialized cohort programs on value creation acceleration, investment thesis execution, and executive career transition under PE ownership
- Developed proprietary AI-assisted matching and execution-risk intelligence tools to serve member needs and sponsor clients

Member, Board of Directors | Beacon Services Group 2025 – Present

- Provides strategic governance and value creation advisory

Founder & Principal | Acclaro Growth Partners 2000 – Present

- Founded and scaled premier growth strategy consultancy serving middle-market M&A ecosystem for 25+ years
- Led 400+ commercial due diligence and sell-side market study engagements for PE firms, investment banks, and portfolio companies
- Developed proprietary methodology to pressure-test investment theses and surface overlooked market risk and opportunity
- Served as trusted adviser to deal teams and management teams on market sizing, competitive positioning, and organic growth strategy

Vice President, M&A Services | Markowitz & McNaughton, Inc. 1994 – 2000

- Directed M&A advisory division; advised middle-market companies on transaction strategy, valuation, and due diligence
- Built foundational consulting methodology in commercial diligence and competitive analysis applied throughout career
- Developed and led training program for newly-hired consultants

Military Intelligence Officer | U.S. Army / Army Reserves 1992 – 2000

- Commissioned officer; served as Eurasia Desk Officer at the National Military Joint Intelligence Center, Joint Chiefs of Staff
- Tactical Battlefield Intelligence Center Military Intelligence Officer "S-2" for 1/116th Battalion, 29th Infantry Division
- Developed analytical and decision-support disciplines now applied to market intelligence and executive advisory work

EDUCATION

M.A., Foreign Affairs | University of Virginia, Charlottesville, VA 1994

B.A., Government | Franklin & Marshall College, Lancaster, PA 1992