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**Margarita Salazar**  
**Senior Associate**

**PROFESSIONAL SUMMARY**

Ms. Salazar is a Senior Associate at Areté Capital Partners, where she helps companies and investors navigate financial and operational challenges. Ms. Salazar has experience supporting engagements focused on profitability analysis, liquidation analysis, project management, cost optimization, mergers and acquisitions, operational due diligence and liquidity forecasting. In addition, she has provided accounting and FP&A support to companies in various industries, including retail, manufacturing, mining, financial technology, food & dining, aviation, and healthcare.

At Areté, she has advised management teams in the homebuilding and aviation sectors on complex restructuring and liquidation strategies, leading analyses to compare stalking horse bids, structured wind-downs, and Chapter 7 versus Chapter 11 filing scenarios. Prior to joining Areté, Ms. Salazar was a Senior Consultant in FTI Consulting's Corporate Finance & Restructuring group, where she advised corporate and financial sponsor clients on operational transformation initiatives. Her work included leading improvement efforts at a food manufacturing facility, including implementing automation, optimizing labor, and introducing KPI tracking tools. She also supported a financial technology company by identifying margin improvement opportunities and facilitating strategic communications with banks in order to accelerate collections. Her additional experience includes conducting profitability analyses, supporting liquidity forecasting and debt restructuring, and evaluating cost-saving opportunities for several various manufacturing related businesses. Earlier in her career, Ms. Salazar contributed to merger integration planning in the healthcare and education sectors and led a national sourcing initiative for a restaurant chain to improve vendor performance and cost efficiency.

Prior to FTI Consulting, Ms. Salazar earned her bachelor's degree in economics and psychology at the University of Georgia and graduated Summa Cum Laude with Honors. During her time at the University, she served co-president of the Economics Society, as VP of the Alumni Relations committee of the Kickstart Fund, as VP of the Education Committee in TSDAC, and as an engagement leader in the Terry Student Consulting Club. Ms. Salazar resides in Atlanta, and her hobbies include reading books about psychology, traveling, water skiing, snowboarding, and playing tennis or pickleball with friends and family.

## PROFESSIONAL BIOGRAPHY

### CAREER EXPERIENCE

ARETÉ CAPITAL PARTNERS	Atlanta, GA
SENIOR ASSOCIATE	8/25 – Current
FTI Consulting – Corporate Finance & Restructuring	Atlanta, GA
<i>BUSINESS TRANSFORMATION, SENIOR CONSULTANT</i>	9/22 – 8/25
FTI Consulting – Corporate Finance & Restructuring	New York, NY
<i>BUSINESS TRANSFORMATION, INTERN</i>	6/21 – 8/21

### SELECT INTERIM MANAGEMENT / TURNAROUND ADVISORY EXPERIENCE

**Aviation Charter Company** – Engaged by the Chairman to develop a comprehensive Chapter 7 versus Chapter 11 liquidation analysis, assess the viability of potential stalking horse bids, and forecast near-term cash burn to inform strategic decision-making.

**Homebuilding Company** – Engaged by the board to evaluate multiple liquidation scenarios, considering each homebuilding entity's stage of project completion and associated liabilities. Coordinated communication and workplan execution between the board, secured lenders, and their respective advisors.

**Food Manufacturing Company** – Engaged by the equity sponsor to lead multiple improvement efforts at the \$110M company, including sourcing and implementing automation equipment, identifying labor optimization opportunities, introducing daily KPI tracking tools, and reducing material yield loss.

**Global Financial Technology Company** – Engaged by the board of the \$1.6B company to identify \$18M in gross margin improvement opportunities, by identifying labor optimization opportunities, reducing travel expenses, facilitating strategic communications with a major bank, and conducting detailed invoice reconciliation analyses to help the client recover \$3M in outstanding payments.

**Building Products Manufacturer** – Engaged by the equity sponsor of the \$1.7B company to conduct a deep-dive profitability analysis across 100+ retail locations, uncovering \$11M in potential run-rate EBITDA uplift through cost-reduction, product mix optimization, and pricing strategy improvements.

**Ski Products Manufacturing Company** – Engaged by the equity sponsor to build a liquidity forecast and assist with debt restructuring.



**Stone Fruit Grower** – Engaged by the lender to evaluate SG&A spend and develop a scenario-based analysis that identified \$16M to \$51M in potential savings and cost avoidance opportunities.

**Mining Company** – Engaged by the board of the \$1.1B sand mining company to provide FP&A support.

**Greenlane & KushCo Merger** – Engaged by board to drive the integration planning initiatives that were forecasted to generate \$20M in expected cost synergies.

**National Restaurant Chain** – Engaged by the \$300M restaurant chain with over 300 locations across the U.S. to lead a national RFP process for maintenance and repair services.

## EDUCATION/CERTIFICATIONS

**University of Georgia, Terry College of Business – Athens, GA**

*Bachelor of Arts in Economics*

**University of Georgia, Franklin College of Arts and Sciences – Athens, GA**

*Bachelor of Science in Psychology*

\* References Available Upon Request \*