

# General Atlantic Announces 2023 Promotions

**New York, December 5, 2023** – General Atlantic, a leading global investor, today announced the promotions of Karim Boueiz, Oscar Fan, Roger Gao, Susan Murphy, Lee Vanderpool, Caroline Woodworth, and Leo Wouters to Managing Director; Andrea Beer, Jessie Cai, Matthew Dorr, Asher Hecht-Bernstein, Young Seok (KC) Kim, and Ben Newman to Principal; and Sudeep Poddar and Josh Stabiner to Senior Vice President. In addition, the firm has promoted Liz Berkman, Stella Chai, Julia Denig, Anna Graf, Jack Harris, Nicolas Hubert, Ahmad Khokher, Jimmy Kleitches, Lucas Kolton, Bryan Marcinek, Ken Massa, Majid Mowlood, Henry Pettit, Frederick Robson, Sarah Soo-Hoo, Lexi Wachter, and Echo Zhang to Vice President. The promotions will be effective as of January 1, 2024.

“These talented professionals exemplify our culture of partnership and commitment to excellence,” said Bill Ford, Chairman and Chief Executive Officer of General Atlantic. “I congratulate them on their well-deserved promotions and look forward to their continued contributions to our firm, our capital partners, and our portfolio companies around the world.”

## Promotions to Managing Director

**Karim Boueiz** is based in London and leads the firm’s Capital Partnering efforts in the Middle East and parts of Europe. Before joining General Atlantic in 2022, Mr. Boueiz was a Managing Director at Campbell Lutyens where he was responsible for LP coverage in the Middle East, French-speaking Europe, and Southern Europe. Mr. Boueiz received a BBA in Business Administration and Finance from the American University of Beirut and an MSc in Finance from the Cass Business School.

**Oscar Fan** is based in Hong Kong and focuses on investments in the firm’s Consumer sector. Before joining General Atlantic in 2020, Mr. Fan was a Principal at TPG Capital. Prior to that, he held various investment roles at Barclays Capital and Macquarie. Mr. Fan received a BA in Finance from Peking University.

**Roger Gao** is based in Hong Kong and focuses on investments in the firm’s Financial Services and Technology sectors. Before joining the firm in 2012, Mr. Gao was an Analyst in the Investment Banking division at Goldman Sachs based in Hong Kong, where he focused on the consumer, retail, and healthcare sectors. Mr. Gao received a BA in Finance from Peking University and an MS in Finance from the London School of Economics and Political Science.

**Susan Murphy** is based in New York and is the firm Treasurer and Head of Financial Planning and Analysis. Prior to joining General Atlantic in 2021, Ms. Murphy was a Director at KKR for 10 years responsible for the Firm’s Balance Sheet, global cash management, and debt compliance. She began her career as a Manager at both Deloitte and IBM Corporate Headquarters, working on Mergers and Acquisitions as well as global Financial Planning and Analysis. Ms. Murphy holds BS and MS degrees in Accounting and received her MBA from the UNC Chapel Hill Kenan-Flagler Business School.

**Lee Vanderpool** is based in New York and serves as Chief Accounting Officer and Global Controller. Before joining General Atlantic in 2021, Mr. Vanderpool was a Deals Partner in PricewaterhouseCoopers LLP’s Capital Markets and Accounting Advisory Services practice. Mr. Vanderpool received a BS in Finance and Economics from the University of North Carolina, Wilmington and an MBA from Syracuse University. He is a Certified Public Accountant and a Chartered Financial Analyst.

**Caroline Woodworth** is based in London and focuses on investments in the firm’s Financial Services sector. Before joining General Atlantic in 2015, Ms. Woodworth was a Senior Associate at J.C. Flowers & Co. in London where she focused on investments in the financial services sector. Prior to that, she was an Investment Banking Analyst in the Financial Institutions group at Citigroup in New York. Ms. Woodworth received a BA in Economics and Political Science from Middlebury College.

**Leo Wouters** is based in London and focuses on the Atlantic Park and Capital Solutions business. Before joining General Atlantic in 2020, Mr. Wouters served as Executive Director on the Leveraged Finance and Acquisition team

at Morgan Stanley in London. Mr. Wouters received an MEng in Engineering Science from the University of Oxford.

### **Promotions to Principal**

**Andrea Beer** is based in São Paulo and is a strategic advisor to the firm's portfolio companies in Latin America, supporting senior management on Human Capital topics such as organizational design, executive search, talent management, and governance. Before joining General Atlantic in 2021, Ms. Beer worked at both Egon Zehnder and The Boston Consulting Group. Ms. Beer received a BA in Business Administration from Fundação Getulio Vargas and an MBA from the Kellogg School of Management.

**Jessie Cai** is based in New York and focuses on investments in the Technology sector. Prior to joining General Atlantic in 2018, Ms. Cai was a Growth Equity Investment Associate at Summit Partners. Before that, she was an Investment Banking Analyst at Citigroup. Ms. Cai received a BA in Mathematics and Economics from Northwestern University and an MBA from Harvard Business School.

**Matthew Dorr** is based in New York and focuses on investments in the firm's Financial Services sector. Before joining General Atlantic in 2020, Mr. Dorr was a Vice President at GS Growth, Goldman Sachs' growth equity investing team, where he concentrated on investments in software and technology companies. Prior to that, he worked as an Investment Banking Analyst at William Blair. Mr. Dorr received a BS in Management Science from the University of California, San Diego.

**Asher Hecht-Bernstein** is based in San Francisco and focuses on investments in the B2B Technology sector. Prior to joining General Atlantic in 2017, Mr. Hecht-Bernstein was a Senior Associate at Spectrum Equity, where he focused on growth equity investments in internet and software companies. Prior to that, he worked as an Investment Banking Analyst at Allen & Company. Mr. Hecht-Bernstein received a BA in Economics from Columbia University.

**Young Seok (KC) Kim** is based in Hong Kong and focuses on the firm's Capital Partnering efforts. Before joining General Atlantic in 2020, Mr. Kim was a Senior Client Relationship Professional for the Client Solutions Team at Partners Group in Seoul, Korea. Prior to that, he was a Vice President of the Global Investment Division at KTB Private Equity. Mr. Kim received a BS in Mechanical Engineering and Computer Science and Robotics from Carnegie Mellon University.

**Ben Newman** is based in New York and focuses on the firm's Capital Partnering efforts. Before joining General Atlantic in 2021, Mr. Newman was a Director at Harris Williams in its Private Capital Advisory Group. Mr. Newman began his career as an Associate on PricewaterhouseCoopers's Transaction Services team. Mr. Newman received a BS in Finance and an MS in Accounting from Wake Forest University.

### **Promotions to Senior Vice President**

**Sudeep Poddar** is based in New York and serves as the firm's Head of Valuation. Before joining General Atlantic in 2021, Mr. Poddar was a Senior Vice President and Head of Valuation at York Capital Management. Prior to that, he was a Senior Associate at PricewaterhouseCoopers. Mr. Poddar received a BTech in Computer Science and Engineering from Motilal Nehru National Institute of Technology, India and an MBA in Finance and Corporate Accounting from Michigan State University.

**Josh Stabiner** is based in New York and leads the firm's cybersecurity efforts. Before joining General Atlantic in 2018, Mr. Stabiner was a Managing Director and Chief Information Security Officer at Pine River Capital Management. Prior to that, Mr. Stabiner spent 10 years at Ernst & Young where he led cyber threat management advisory services for financial sector clients. He is CISSP certified and received a BA and an MS in Computer Science from Dartmouth College.

### **Promotions to Vice President**

Liz Berkman, Finance, Stamford

Stella Chai, Financial Services and Technology Investment Team, Beijing

Julia Denig, EMEA Investment Team Investment Team, Munich

Anna Graf, EMEA Investment Team, London

Jack Harris, EMEA Investment Team Investment Team, London

Nicolas Hubert, BeyondNetZero Investment Team, New York

Ahmad Khokher, Legal, London

Jimmy Kleitches, Private Credit Investment Team, New York

Lucas Kolton, Portfolio Management, New York

Bryan Marcinek, Finance, Stamford

Ken Massa, Private Credit Investment Team, New York

Majid Mowlood, Consumer Investment Team, New York

Henry Pettit, Life Sciences Investment Team, New York

Frederick Robson, Technology Investment Team, San Francisco

Sarah Soo-Hoo, Life Sciences Investment Team, New York

Lexi Wachter, ESG, New York

Echo Zhang, Consumer Investment Team, Beijing

### **About General Atlantic**

General Atlantic is a leading global investor with more than four decades of experience providing capital and strategic support for over 500 growth companies throughout its history. Established in 1980 to partner with visionary entrepreneurs and deliver lasting impact, the firm combines a collaborative global approach, sector specific expertise, a long-term investment horizon and a deep understanding of growth drivers to partner with great entrepreneurs and management teams to scale innovative businesses around the world. General Atlantic has more than \$77 billion in assets under management inclusive of all products as of September 30, 2023, and more than 280 investment professionals based in New York, Amsterdam, Beijing, Hong Kong, Jakarta, London, Mexico City, Miami, Mumbai, Munich, San Francisco, São Paulo, Shanghai, Singapore, Stamford and Tel Aviv. For more information on General Atlantic, please visit: [www.generalatlantic.com](http://www.generalatlantic.com).

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