

Buyer Profile | April 2026



ALEX NAUMOV

Owner-Operator
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WHO I AM

I am an experienced entrepreneur and senior commercial executive who chose Charlotte as the place to build something of my own. After 25+ years leading commercial operations, I am now focused on one goal: acquiring and actively running a profitable business in the Carolinas.

Unlike financial buyers or portfolio investors, I am a long-term owner-operator. My goal is to step into a business, protect what the owner has built, support the existing team, and drive sustainable growth through hands-on daily leadership. I am here to run it, not flip it.

ENTREPRENEURIAL & PROFESSIONAL ROOTS

I bring a blend of main street grit and boardroom discipline, having built and sold my own businesses before moving into senior executive roles at global industrial companies.

- **Proven owner-operator:** Founded, built, and sold a multi-location foodservice business: 110 employees, \$2M in revenue, \$1.7M exit. I know what it takes to build something from nothing, and what it means to hand it to someone else.
- **Executive leadership:** Held Vice President and Senior Director roles at Sealed Air, Huhtamaki, WestRock, GE Power, and The Home Depot – industrial, manufacturing, distribution, and services businesses. Managed P&Ls and built commercial teams focused on growing revenue, protecting margins, and retaining customers.
- **A deliberate next chapter:** After years leading commercial operations domestically and internationally, including a few years based in Europe, I chose Charlotte as the city where I want to invest, build, and stay. This acquisition is a personal commitment, not a financial flip.
- **Education:** MBA, Columbus State University; undergraduate studies, University of Maryland.

WHAT I'M LOOKING FOR

I am looking to acquire a profitable business whose owner is ready for their next chapter and wants to know their company will remain in capable hands. I will consider businesses with transitional challenges, where focused improvements can drive renewed growth.

Target industries

- **Service & Maintenance:** Commercial HVAC, Mechanical Services, Fire & Life Safety.
- **Industrial Services:** Environmental, Inspection, Testing & Compliance, Technical Field Services.

- Niche Operations: Manufacturing, Specialty Distribution, Commercial/Industrial Packaging.
- Select additional industries considered on a case-by-case basis.

Financial & geographic preferences

- Location: Greater Charlotte area – top preference; Southeast U.S. considered.
- Revenue: \$1.5M - \$6M, with consistent cash flow and clean, verifiable financial records.
- Strong local customer relationships and reputation.
- SDE ≥ \$450K or EBITDA ≥ \$350K.

MY COMMITMENT TO YOU

A business is more than a set of financial statements. It is a reputation built over years, a team of people who depend on it, and a legacy that deserves to be respected. I take that seriously.

- **Boots on the ground:** I will be a daily, hands-on owner, not an absentee investor. I will know and continue to nurture your customers, your team, and the business.
- **Your legacy matters:** I am committed to honoring what you have built – with your customers, your employees, and in this community.
- **Your people will be taken care of:** My priority is to retain key employees and invest in their growth, aligning their development with the company's long-term success.
- **The transition will be done right:** I will work with you on a handover that protects customer relationships, preserves operational continuity, and gives you confidence the business is in the right hands.
- **Your continued involvement is welcome:** If a structured advisory role serves the business and interests you, I welcome that conversation.
- **Financial readiness:** Acquisition is equity-funded and SBA 7(a) pre-qualified. I am not dependent on immediate business cash flow for personal living expenses, ensuring the company remains stable during transition.

HOW I WILL OPERATE

My approach is to understand what is working and build on it, not to reinvent the wheel. I bring commercial and operational discipline, but always in service of the business and its people.

- Build on existing customer relationships and the reputation you have established.
- Invest in people who make the business run; align their growth with the company's success.
- Bring structure to pricing, estimating, and margin management where it is needed.
- Optimize procurement and supplier management.
- Improve financial visibility and operating controls over time.
- Grow the business thoughtfully, without overextending it.

Professional and personal references available upon request.