

King and his team work to aid managerial buyers (private equity firms) and strategic buyers (corporations) when making acquisitions. The main focus of King's team is assessing the quality of the assets and liabilities of the company being acquired.

RSM McGladrey's clientele is made up of "middle-market" businesses, meaning those with \$1 billion and less in sales. The clientele of King's group is no different. King says that, nationally, the firm's Transaction Support Services team, or TSS, works with more than 100 financial and strategic buyers.

RSM McGladrey currently boasts five offices across the U.S. that have dedicated Transaction Support Services personnel. The Southeast division of TSS is made up of five people in two offices.

King's responsibilities are to oversee the transactions support services offerings in the Southeast. He also is responsible for bringing in new business and overseeing personnel matters with regard to his group.

King is very bullish on the group and the marketplace in which it serves.

"There are billions of dollars out there for private equity groups to make acquisitions," King says. "This is really a tremendous marketplace to be in right now."

RSM McGladrey has 164 offices in the U.S. and 460 affiliates in various offices worldwide. The firm has nine offices in North Carolina.

**BACKGROUND**

King was born in Red Bank, N.J., and

gram.

In 1988, King joined The Pantry as director of internal audits and worked his way up the corporate ladder and served as controller and chief financial officer.

King then served as vice president of acquisitions at The Pantry before serving as CFO of a retail startup chain.

In 1998, King joined the realm of investment banking with stints at Capital Investment Partners and RBC Centura Investment Banking Group.

King then joined E-Z Serve, a convenience store chain in Durham, where he helped liquidate the company's assets after it filed for bankruptcy.

King has been at his current post for about five weeks.

**EDUCATION**

Bachelor's degree in accounting from Wake Forest University; MBA from Duke University

**PERSONAL**

King and his wife, Daisy, have two children, Andrew and Daisy.

**GOAL**

"I want to serve my clients, grow the practice and become the premier transaction support services provider in the Southeast," King says. "I also want to provide growth opportunities for my employees."

**LAST BOOK READ**

"Good to Great" by Jim Collins  
Reporter e-mail: [csnipes@bizjournals.com](mailto:csnipes@bizjournals.com).

**TRIANGLE-BASED** management-level promotions, hirings and awards are eligible for "People." Include position title, background in business, personal information of interest, and position held prior to promotion. Photos should have name of person on back and cannot be returned. Send to: TB, #100, Raleigh 27609, or e-mail [csnipes@bizjournals.com](mailto:csnipes@bizjournals.com).



Sowers

• **Cherry Huffman Architects** named **Brooke Borden, Christie Hardersen Cierniza and Eric Sowers** as associates in the firm.



Rash

• **KCI Technologies Inc.** hired **Fred Rash** as a senior project manager for site/civil design.



Winnell

• **Fuhrer Reed PA** hired **S. Trevor Winnell** as a project engineer in the

division.



Propst

• **Brian Propst**, senior sales manager at **John Hancock Financial Network**, was named chairman of the **Capital City Club Young Executives** board.

• **Alexa Corp.** hired **John Mullis III** as a branch manager.



Harris



Sadowski

• **Capital Bank** named **Mary**



Pfeiffer

• **Lee Hecht Harrison** named **Rick Pfeiffer** as vice president. He will be based in the firm's Raleigh office.

**PUBLIC RELATIONS/ADVERTISING**

• **Ufanguzi Creative Strategies** hired **Sam Coles** and **Jeff Shuller**. Coles will serve on the firm's Web development team and Shuller will serve on its creative services team.



Copeland

• **Access Medical Development** hired **Clyde Wesley Copeland III** as new business developer in its National Business Development division.

**STAFFING**

• **The Executive Staffing Group** hired **Gregg Klofenstine** as an IT recruiter.

**REAL ESTATE**



Farr

• **Re/Max United New Homes Services** named **Karen Bayless** onsite sales associate for Addison Reserve at Perry Creek. **Jim Farr** was named onsite sales associate for