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# Richmond Times-Dispatch

Published: June 25, 2011

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## Getting to know: Patrick Galleher

By Times-Dispatch Staff

**Title:** managing director at Boxwood Partners, a Richmond-based mid-market mergers and acquisition advisory and private equity firm

**Born:** April 6, 1973

**Education:** bachelor's in business administration from the University of Richmond, degree from the London Business School; attended the Center for Creative Leadership in Belgium

**Career:** sales, product manager, executive management, merchant banker (investment banking and private equity)

**Where do you live:** Midlothian

**Best business decision:** "Finding high-quality mentors and working my way up the ladder through sales."

**Worst business decision:** "Selling WILink plc (a Richmond-based investor relations and webcasting company that was acquired by a New York-based private-equity firm in 2006) when I was only 34. If I had to do it again, I would have stayed on track and continued to grow the firm organically."

**Mistake you learned the most from:** "We acquired a company in Sacramento, Calif., that made perfect strategic logic. However, we didn't take corporate culture into account."

**What is the biggest challenge/opportunity in the next two to five years:** "Navigating the tremendous growth within Boxwood Capital and our portfolio companies. We also own the Midlothian Athletic Club, and navigating that hyper-competitive health and fitness club market is fun and challenging, too."

**First job after college:** inside salesperson at Investor Communications Business, now PrecisionIR Group.

**If you had to do it all over again, what would you do differently:** "That's a very difficult question since I have been fortunate to work for and with great people since the day I graduated from the University of Richmond. However, if I could do one thing differently, it would have been to spend a year or two in New York

City after graduation, since you can never go back and regain that experience."

**Favorite business book:** "Too Big to Fail: The Inside Story of How Wall Street and Washington Fought to Save the Financial System - and Themselves," by Andrew Ross Sorkin

**Favorite vacation destination:** South Beach or Pebble Beach

**Favorite/least favorite subject in school:** "I enjoyed Business Policy due to the great job Roger Schnorbus (a professor at UR) did, while I wasn't a big fan of freshman English."

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