
Mufson Howe Hunter: Interview With Managing Director Joe Golden About The Investment Bank

By Amit Chowdhry • Yesterday at 5:25 PM

Mufson Howe Hunter is a middle-market investment bank that provides a range of financial advisory services to private companies and private equity firms. Pulse 2.0 interviewed Mufson Howe Hunter Managing Director Joe Golden to gain a deeper understanding of the firm.

Joe Golden's Background



What is Joe Golden's background? Golden said:

“I have an entrepreneurial background, having started and built multiple businesses. My first venture in tech emerged during the early days of the internet, and I see strong parallels between that era and today's AI-driven technology boom. After selling that company, I founded The Oakwood Group, a boutique investment bank, which I led for approximately seven years before merging it into a national middle-market investment bank in 2008, where I later became managing partner. I later founded BGX and

continued to grow it until recently, when I merged it with Mufson Howe Hunter, where I now lead the Washington metro office. I enjoy working closely with entrepreneurs, drawing from my own experience as a business owner.”

Evolution Of The Firm’s Thesis

How has your firm’s thesis evolved? Golden noted:

“Michael originally built the firm with a traditional investment banking model—research, sales, trading, and investment banking. But by 2004, capital markets were shifting rapidly. Stock trading moved from fractional pricing to digital, with commissions dropping from \$0.25 per share to \$0.05 and eventually to a cent. Regulations were increasing, and the IPO market as we knew it was disappearing.”

“We pivoted to focus on M&A and private equity sponsors as key liquidity pathways for private business owners. This strategy has been central to our success.”

Favorite Memory

What has been your favorite memory working for your firm so far? Golden reflected:

“One of the most rewarding transactions was advising Verocel on its sale to Wisk, a wholly owned subsidiary of Boeing. Verocel is a highly technical firm specializing in software and methodologies for certifying high-risk software for safety. Wisk, on the other hand, is developing self-flying, electric-powered air taxis.”

“It was an excellent outcome for both our client and the buyer.”

Significant Milestones

What have been some of your firm’s most significant milestones? Golden cited:

“Our team has advised on over 500 transactions across diverse industries—an exceptionally high number. Along the way, we’ve hit many significant milestones.”

Investment Success Stories

When asking Golden about investment success stories, he highlighted:

“While we don’t focus on investments in the traditional sense, we do invest our time in clients—often one, two, or even three years ahead of their exit transactions.”

“We help business owners understand how potential buyers will view their company and how they can position themselves strategically to maximize value. Our goal is to help them build a business that commands a premium sale price.”

Transaction Sizes

When asking Golden about transaction sizes, he revealed:

“Our transaction sizes typically range from \$40 million to \$300 million.”

Industry Focus

What industries does your firm specialize in? Golden pointed out:

“We focus on business services, distribution, consumer products and services, technology services, and industrial/manufacturing companies.”

Differentiation From Other Firms

What differentiates your firm from others? Golden emphasized:

“First, we prioritize educating business owners on how to maximize their value creation. We help them become a ‘need to have’ rather than just a “nice to have” acquisition, which drives buyer demand and results in a higher sale price.”

“From a client service perspective, we specialize in working with “First-to-Market” companies—often multi-generational, privately held businesses with little experience in capital markets. Our approach is hands-on: each client is assigned a dedicated team that typically includes a managing director, a director-level professional, a VP, and one or two analysts.”

“We essentially act as an outsourced treasury department, guiding them through every step of the process to prepare for the market. Many firms claim to operate this way, but we do.”

Future Firm Goals


What are some of your firm's future goals? Golden concluded:

"We opened our Washington, D.C., metro area office about a year ago and are focused on expanding the MHH brand in this market."

"MHH has deep expertise in construction, manufacturing, business services, and industrial companies, and we now serve these sectors locally in Virginia, Maryland, D.C., and neighboring states. We also continue to work with government contractors and technology firms, leveraging our existing relationships and experience."

(<https://pulse2.com>)

Pulse 2.0 focuses on business news, profiles, and deal flow coverage.

 (<https://www.linkedin.com/company/pulse2news>)
 (<https://twitter.com/pulse2news>) 
(<https://www.facebook.com/pulse2news>)

© 2025 Pulse 2.0 LLC. All rights reserved.

About (<https://pulse2.com/about-us/>) Contact (<https://pulse2.com/contact/>)

Disclaimer (<https://pulse2.com/terms-of-service/>) Privacy (<https://pulse2.com/privacy-policy/>)

Ethics (<https://pulse2.com/news-ethics-and-standards/>)

Mission (<https://pulse2.com/pulse-2-0-editorial-mission/>)