

Business & Support Services Case Study: Finance Director

THE CLIENT

Adare International is the largest business within Adare Group, a £170m Private Equity-backed Marketing and Secure Communication Service Group. It has an international blue chip client base, supported across 30 countries by 330 employees.

THE CHALLENGE

Adare Group is on a significant growth trajectory. To support the next phase of aggressive growth, it needed to strengthen Adare International's management team with a globally minded, commercially astute Finance Director.

THE SOLUTION

The key was to find prospective candidates that had proven international experience (not just within Europe), previous exposure to multi-million pound commercial contract negotiations and first class reporting skills.

The brief was overlaid against the visions and values of the client, a business with an established Executive Team.

As part of the global search, we mapped the market and determined who to approach.

In parallel, a clear candidate brief on the client was prepared, encompassing who they are, and what they do.

This was easily relayed to candidates and helped layout the client's ambitious plans for the next three to five years.

Working in close partnership with the private equity house, we deployed our unique results-based pricing structure to ensure that we shared risk with our stakeholders throughout the process.

THE RESULT

- New Street presented Adare International a short list of highly successful, results-orientated candidates that challenged the brief – from a Financially-led Commercial Director to a traditional CFO.
- Ultimately successfully recruited a detail-orientated, international CFO with a track record and commercial acumen that compliments the established Board, who is capable of leading the financial team in a business quickly expecting to treble.



Kevin Anderson
Principal
Business & Support Services

Kevin is a senior business executive with a track record gained from over 20 years in Industry – predominantly with global, market leading, business & support service organisations, including G4S plc.

He has an MBA in International Business, and post graduate Diploma for the Chartered Institute of Marketing (CIM) and is Vice Chair of the CIM for Mid Yorkshire.

Get in touch

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"Across the Adare Group, we create true value for our customers and strive to surpass their expectations in everything we do. To consistently deliver this, we start with our people. Through Kevin's leadership, New Street Executive Search has delivered an excellent candidate that shares this philosophy and will deliver an immediate positive impact within the organisation."

Robert Whiteside, CEO, Adare Group

"Adare International has entered an exciting next stage of development and it was absolutely critical that the new Finance Director had the capability to exceed the challenges ahead. Kevin and his team kept us informed on progress throughout the process, demonstrating how prospective candidates met the challenging brief and ultimately he delivered an exceptional solution."

Steve Ueckermann, Managing Director, Adare International