

Case Study: Helping an in-store retailer to grow their market share



A leading provider of in-store display technology required an advisory hire with insights into high-level target retailers in the UK, to grow their market share through strategic account wins. They needed an individual with a network of retail leaders and experience working retailer-side.

The Gillespie Manners specialist retail technology team identified a target list of candidates with connections and experience in the UK retail market. They proactively targeted the list of candidates to headhunt a shortlist of prequalified candidates. Ultimately, a UK Board Advisor with direct tier 1 retail experience was hired.

The placement helped the business to secure an exclusive region-wide contract with a target tier-1 retailer and deepened its UK market penetration.

Following the successful outcome of the first advisory hire, the business enlisted Gillespie Manners support again in a search for an advisory consultant. The client approached us with a specific retailer client in mind and sought an advisory hire with high-level exposure to this key account for their insights in driving account growth.

The Gillespie Manners team identified a candidate who had served in an operational, director-level position at the retailer. Senior Executive Search Consultants successfully managed the negotiation and offer process, and the Advisory Consultant was onboarded.



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