



Case Study: FTSE Financial Services Client NED Requirement

01. Background & Our Engagement

Our client is a FTSE 100, international financial services group with significant operations in Asia, the US and the UK and, approximately, £350 billion of assets under management.

Following a recommendation from the FSA, and a general desire within the UK entity to improve governance, the plc board identified a need to hire a Non-Executive Director (NED) and appointed Augmentum to conduct a thorough search of the marketplace. One of the principle reasons for our selection, on this occasion, was the strength and reputation of our market leading NED practice.

02. Search Principles

In addition to the key attributes required of any successful board candidate, this individual also needed to possess: deep, technical, working knowledge of the investment management sector and/or a detailed understanding of regulatory and/or actuarial processes. Remembering that this NED would also constitute the first ever external advisor on the UK board, first class communication skills and the ability to influence both subtly and diplomatically were also a pre-requisite.

03. Outcome

This role offered an opportunity to join the UK board of a highly respected financial services company and, given our unrivalled NED network and experience of the sector, we were able to deliver a qualified shortlist within 6 weeks of being mandated. Prior to finalising the short-list, we also kept our client fully updated on the progress of the assignment and presented a benchmark CV within the first two weeks of the search.

The assignment was led by the head of our NED practice with support from Augmentum's own Chairman, who has sat on a number of boards and was formerly a Global Head of M&A within Kleinwort Benson.