

Source

APPLYING SECTOR-SPECIFIC EXPERIENCE AND
INDUSTRY INSIGHT TO EXECUTIVE SEARCH

Overview

Source is a specialist research consultancy for the professional services sector. Based in London, they provide detailed research and critical insights for a diverse professional services client base.



SECTOR Professional Services

REGION United Kingdom

SERVICES Research & Insights Consulting



Daniel helped us to choreograph the hiring process and there is nothing I would change. The process and engagement from beginning to end was outstanding. The candidates surpassed our expectations. It would be great to understand more about Ernest Hunter Green's wider capabilities as I would be happy to recommend their services to other areas within our business.

PAUL ENGLISH | STRATEGY DIRECTOR, SOURCE

Challenges

Source wanted to grow its consultancy team to deepen existing client relationships and build new ones. They needed to find an individual with proven experience in the professional services sector.

This was very much a niche project requiring deep knowledge and understanding of the consultancy's needs and objectives and of its professional services target market.

They needed a search partner who would work with their leadership team in close collaboration to identify the most relevant individuals in the market.

Methods

Daniel Shaw, Ernest Hunter Green’s marketing and business development search specialist, led the project.



“Daniel is known in the professional services marketing world as one of the few names that is well positioned, knows the sector and comes up with good people.”

“What works well for me is his consultative style, he is not transactional or salesy. He is thoughtful and asks the right questions and that can only come from experience. He knows the industry so he’s familiar with the challenges. It means we can have meaningful conversations that help me clarify what I am looking for.”

Daniel brought a methodical and insightful approach to the process, drawing on his sector-specific knowledge and nearly twenty years’ experience.

“It is clear that Daniel cares about the candidate and what is right for them, he is thoughtful and considered.”

PAUL ENGLISH | STRATEGY DIRECTOR, SOURCE

Process



Outcomes

By the end of the process, Source had a shortlist of credible individuals at interview to choose from. One of whom was offered and accepted the position, with a second being considered for an additional position within the business.

Search solutions

**Ernest Hunter Green,
supporting businesses to
achieve their leadership
hiring plans.**

Get in touch

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