

## **Two record quarters coincide with Nigel Wright European office expansion**

Nigel Wright Group celebrated two back to back record quarters earlier this year. In Q4 and Q1 the business achieved both its highest NFI (net fee income) as well as number of retained assignments won. Retained assignments increased 13% in Q1 and included more work for the business outside of Europe in China, North America, Asia and the Middle East.

Nigel Wright has experienced consistent growth since investment from Baird Capital Partners in December 2010. This growth has facilitated the expansion of the businesses European operations. To accommodate new employees and strengthen its pan-European networks, Nigel Wright Group has moved into larger office space in London, Paris, Stockholm, Oslo, Amsterdam, Brussels, Dusseldorf, Madrid and Nyon, Switzerland this year.

Group Executive Director Jon McNeish commented “the new offices provide an excellent base for the teams to drive growth in our core markets as well as offering our clients and candidates professional locations to meet. It important for us to be located at the heart of Europe’s major cities as they are also the home for many of the world’s leading Consumer businesses.”

All of Nigel Wright's international markets have contributed to the growth of the business. In January, Yann Fessard de Foucault was appointed as senior manager in the French office. He is responsible for leading the Paris team. Under Yann’s leadership, the French team has experienced continued growth. As well as winning multiple retainers in France, the team has also successfully completed assignments for clients in North Africa and Brazil.

In the Benelux, repeat business together with significant new account relationships in Belgium has seen the team perform well this year. This has been helped greatly by high performing new consultants.

Elsewhere, the Iberian market has done exceptionally well despite the tough market conditions there. Led by Consultant Miriam Cruz, who divides her time between the UK and Nigel Wright’s office in Madrid, the Iberian team has experienced consistent growth, having won retained work with major brands such as Grupo Siro, Domecq Wines and L’Oreal.

Nigel Wright’s Nordic team is also moving from strength to strength, winning a high volume of retained work in the Nordic and Baltic regions as well as in Germany.