

We initially approached three agencies to discuss a Finance Director vacancy at The Port of Blyth. This was a significant appointment for the business. It had been a long time since we had recruited at that level and we needed make sure we got the right person. We selected Nigel Wright because of its long-standing reputation and expertise in the finance discipline. We were also impressed by the lead consultant's market knowledge and offer of a 'added value' approach. This involved taking a thorough brief and agreeing to conduct screening interviews with all 'long-listed' candidates, rather than simply assessing their suitability based on their CV. This was a challenging assignment. We needed an FD with a unique skill set as well as 'cultural' affinity with the leadership team and ways of working here at the Port. Nigel Wright shortlisted six strong candidates who matched what we were looking for. The documentation submitted, which included written assessments of the individuals highlighting any issues we should be aware of, was excellent. These details helped inform our own interview process during the final stages. This was all done within a very tight schedule and demonstrated complete understanding our business needs.

Martin Lawler, CEO at The Port of Blyth