

# Client Case Study - Unispace



## About Unispace



Unispace are a private-equity backed global design, strategy and construction business specialising in office fit-out, based in London. They have over 49 studios showcasing their work worldwide and employ approximately 1,000 people.

## Unispace's challenge

Unispace were taken over by new investors in 2021 and since then had rapidly wanted to strengthen their leadership team to support their ambitious growth plans. They needed a hands-on Director who could build relationships with the investors, improve the financial controls, governance and processes, and provide more insightful management information.

They needed a Global Finance Director to take responsibility for their Central finance team, and also had a divisional Head of Finance going on maternity leave, so they needed support quite urgently. Unfortunately, the original consultant on the job had emigrated overseas shortly after commencing the search, so our specialist consultant with 9 years' worth of networking in the construction and property sector, was parachuted in to rescue the operation.

## How Page Executive Finance helped



### Sourcing

Our consultant proposed a retained search for the Global Finance Director role, so that she could dedicate the required time to searching the market thoroughly.



### Assessment

Our consultant subsequently placed candidates into both roles who had been previously known to her, thanks to her relentless networking. One candidate was a previous client of hers at another construction firm, who she had been speaking with on a speculative basis about his own career in the months leading up to the search. The other candidate had been working at a residential property developer, and she had been eagerly trying to find him his next opportunity.

## Business impact: the results

The client's preferred candidates for both roles accepted their offers without hesitation which made the client's life easier without having to negotiate. The successful candidates have now been onboarded and plans to continue to expand the Global FD's management team by recruiting a Head of FP&A and Group Financial Controller to report into him, are underway.

### Divisional Head of Finance Global Finance Director

No. of candidates contacted: 22	No. of candidates contacted: 14
No. of candidates shortlisted: 4	No. of candidates shortlisted: 4
No. of weeks to complete assignment: 8	No. of weeks to complete assignment: 6

“ I've worked with Page Executive for several years and more recently with Camilla Strachan. I have always been impressed with the level of service and professionalism that PE offer and they have supported us in hiring several senior finance professionals, from regional CEO's to more recently a Group FD. Camilla's tenacity, market knowledge and ability to understand our culture is the main reason why I recognise PE and Camilla as true trusted partners. ”

Jonathan Field - Head of Global Talent at Unispace

### If you would like to discuss your recruitment needs, contact:

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