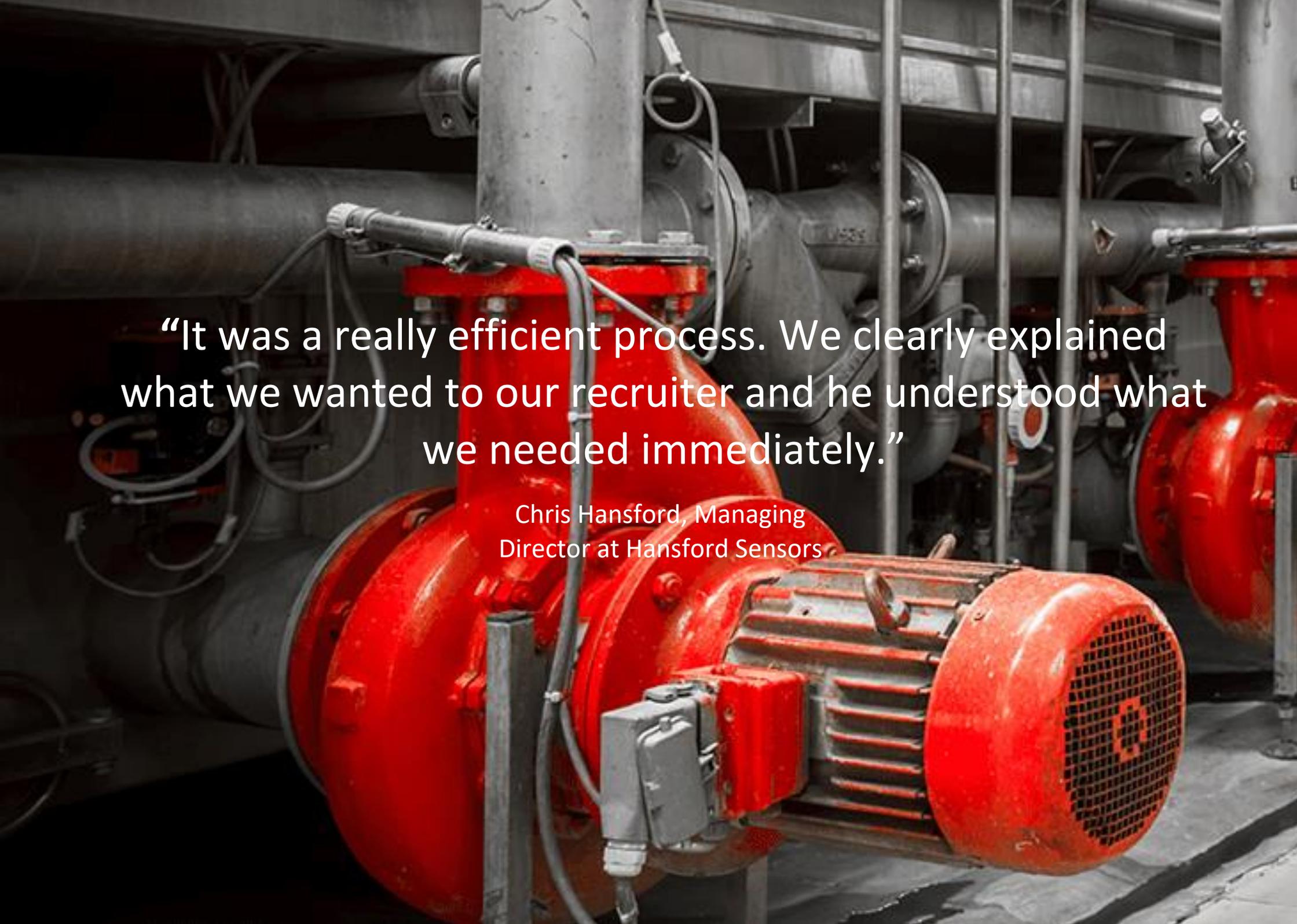




Case Study

A large industrial red motor and valve assembly is the central focus of the image. The motor is mounted on a vertical pipe and has a prominent red circular grille on its front. The surrounding environment is a complex industrial facility with various pipes, valves, and electrical conduits. The lighting is somewhat dim, highlighting the metallic textures and the vibrant red color of the machinery.

“It was a really efficient process. We clearly explained what we wanted to our recruiter and he understood what we needed immediately.”

Chris Hansford, Managing
Director at Hansford Sensors

Key achievements

- With FD Recruit, **Hansford Sensors** found an ideal finance director to take some of the responsibility off their MD.
- **FD Recruit** was recommended by a company that works with **Hansford Sensors**
- Chris Hansford the MD now trusts FD Recruit implicitly, finding them to be transparent, focused, and efficient with a wide network to draw upon.
- He highly recommends FD Recruit to anyone looking for a finance director or CFO and would use FD Recruit again if a similar appointment is required.

A high-altitude mountain landscape with snow-covered peaks and a clear blue sky. The text "The Challenge" is overlaid in the center.

The Challenge

Need to dedicate more time to business development

Sometimes, even for multinational companies, managing directors end up shouldering the responsibilities of both the managing director and the finance director, when in reality they want to concentrate on one job. Such was the case with Hansford Sensors, where the managing director was finding it increasingly difficult to take on both jobs as the company grew.

“Our business has grown 32% in the last few years,” said Chris. “As the MD, I had too much to do in terms of strategy as well as other responsibilities. Therefore, it was essential we found someone to take on the finance function. I wanted to concentrate more on the business development side of things, where my main skills lie.”

Chris had FD Recruit recommended to him by a company they have had dealings with. “I really liked the fact that FD Recruit is a specialist and that’s what attracted me,” said Chris.

“According to the business who recommended them to us, they had a large network of FDs and CFOs so they could easily find candidates suited to our needs. And we definitely found this to be the case.”

The image features a dark, textured background with embossed letters and symbols. Three glowing orange question marks are scattered across the scene: one in the upper left, one in the upper right, and a larger one in the lower center. The text 'The Search' is centered in a white, sans-serif font.

The Search

The Recruitment Process

After listening to Chris' business requirements, FD Recruit assessed the situation, conducted a full market search and found 7 suitable candidates.

Chris said: "It was a really efficient process. We clearly explained what we wanted to our recruiter and he understood what we needed immediately. We worked out a timetable together and, from there, it all seemed very easy. We agreed a solid timeline in the initial meeting, which was stuck to rigidly. Shortly afterwards we were presented with 7 candidates. Interviews took place the following week.

"All candidates were very good, but we were immediately drawn to the one who would be most suitable for our sector. I'm very pleased with my new FD as he's taken the finance weight off my shoulders and is working alongside me to help grow the business, which means that I can concentrate more fully on business development."

Our recruiter said: "It was very easy working with Chris as he had a clear picture of what was wrong and what he needed and was able to communicate this to me effectively. He gave me a very well-defined brief of the type of person and technical skills that Chris needed, and gave me a detailed insight, as well as a tour, of the business. Chris was always quick to respond to queries and make decisions. I look forward to seeing big things from Hansford in the future."

Why FD Recruit?

Chris is very satisfied with his experience and says FD Recruit made the whole process very easy, especially if you are clear about what you want.

“I believe the reason FD Recruit works so well is because it is a specialist recruiter,” says Chris. “It’s not easy to find a talented finance director using in-house recruiters or via a generalist recruitment agency.

“FD Recruit clearly have a wide network of FDs to use at any time which means they can quickly present you with numerous candidates, all of which are more than suitable.

“They were superb throughout the process. We are very happy with the experience and would recommend them to other businesses who want to hire a great FD or CFO, without the worry of being presented with any unsuitable candidates.”



We'll help you find the perfect candidate

If you are looking for an exceptional Finance Director or CFO,
please talk to us about your requirements.

EMAIL: enquiries@fdrecruit.co.uk WEB: <https://fdrecruit.co.uk>