



Recruitment of Group Financial Director Hillier Nurseries and Garden Centres

Brief

Established in 1864, Hillier is a nationally recognised horticultural group with a multi-site garden centre retail business at its heart. Hillier Nurseries is the most successful exhibitor in the 100 year history of the RHS Chelsea Flower Show, holding a place in the Guinness Book of World Records, winning a total of 69 gold medals to date, including one at every show since 1945. Their Amenity Nursery is Britain's largest tree nursery, growing semi-mature trees for commercial projects and local authorities throughout the UK. Hillier supplied the trees for The

Queen Elizabeth Olympic Park for London 2012 and the subsequent transformation. Hillier Wholesale Nursery supplies UK garden centres and other stockists with around two million container-grown hardy shrubs and herbaceous perennials.

Response

With the imminent retirement of their Group Financial Director, Chilworth Partnership was appointed on a retained basis to recruit a replacement. The essential requirement was to recruit an experienced Financial Director with experience of complex businesses,

costing, horticultural and strong commercial involvement.

Outcome

After a nationwide search using Chilworth's in-house research function, a shortlist of candidates was presented to the business and interviews conducted. After second interviews were conducted for the final two candidates with all the key stakeholders, including the outgoing Group Financial Director and Non-Executive Director the new Group Financial Director Wendy Burns was appointed.

"I found the consultants and researchers that I met to be very professional with a good understanding of the Client's needs and developing a really good understanding of mine. I would have no hesitation in using Chilworth Partnership again as a candidate and have already done so as a client."

Wendy Burns

Finance Director, Hillier