

THE
CURZON
PARTNERSHIP



Automotive

Introduction

Our focus in the automotive sector is on importers, distributors and retailers, and on providers of motoring services to businesses and consumers. In the UK, we have worked with market leading clients to find Managing Directors and Sales, Marketing, After-sales, Operations and Finance Directors.

We use our comprehensive network of sources and candidates from within the industry and, where appropriate, bring in new leadership talent from outside the sector. Working closely with IIC Partners across Europe, US and Asia, we have excellent access to industry knowledge on an international scale, which is appropriate for a sector that is becoming ever more global.

Carol Palmer leads this specialist area.

Specialist area leader



Carol Palmer, Partner, began her career in search with Russell Reynolds. She then moved to Norman Broadbent International where she helped to establish and became a Director of NBS. Carol specialises in Board appointments for sales, marketing and general management positions in B2B and consumer service companies, particularly within the automotive sector.

Our expertise

More than most sectors, the automotive market is dominated by people who have trained and worked in the major manufacturers. For us it is important to know who the best people are and to keep track of their careers, so that we can quickly find and approach individuals on a client's behalf.

The IIC Global Automotive Practice communicates regularly about key individuals who are changing roles, looking for a new challenge or simply have made the news. Similarly, where appropriate, we introduce new talent and competencies from outside the industry - something we are able to do because of our in-depth knowledge of the market.

Clients have ranged from manufacturer-owned or independent importers, through to retail groups and motor finance businesses. Our experience extends to working for market-leading companies providing a wide range of motoring services including roadside assistance, driver training, car leasing, parts distribution, marketing and sales development. Most searches have been at Board or Divisional Board level and cover the full range of functions.

Example assignments

Manufacturers

- Managing Director
- Regional Directors
- Sales Director
- Marketing Director
- PR Director

Importers/Distributors

- Global Marketing Director
- Sales Director
- After-Sales Director
- HR Director

Retail

- Sales and Marketing Director
- Regional Directors
- Finance Director

Leasing/Finanacial Services

- Managing Director
- Divisional Director
- Sales Director
- Operations Director
- Marketing Director
- Finance Director

Motoring Services

- Commercial Director
- Sales Director

The Curzon Partnership

The Curzon Partnership is a tier one executive search firm based in central London. We are totally independent and committed to client focus, speed and creativity. Between our nine partners and our total team of twenty, we handle a broad spectrum of senior executive and non-executive searches across a range of industries.

Our business is the identification, attraction, assessment and development of talented leaders and specialists for our clients, with whom we have often built long term strategic relationships.

We are a key member of IIC Partners, one of the top ten search groups in the world.

Contact us

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