



## Insurance Case Study Two

Premium Finance Company

  
mansion  
HOUSE  
executive search

Part of the  
Empresaria Group

## The Scenario

Our client wanted to appoint an individual within a particularly tight time frame. They required an individual with people management/leadership experience, sales development skills and knowledge of the premium finance sector.

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## Our Solution

Mansion House recommended a search approach given that, despite a great deal of effort, the company had not found a suitable person and the time frame for recruiting was becoming increasingly urgent due to budgetary reasons.

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## The Result

The search allowed for a proactive approach targeting individuals largely working within the premium finance sector in the South. Amongst the short-list Mansion House put forward an individual whose natural next step was the opportunity available rather than someone who was already doing such a role. The individual did not have the possibility to make such a next step with their current employers due to the structure of the company. After the interview process, this individual was offered the role and accepted the post within a week.

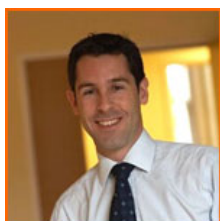
## Consultant Profiles



### **Marcella Cronin, Managing Director**

Founder and Managing Director of Mansion House Executive, Marcella Cronin has been recruiting in the insurance market since 1988, concentrating on executive level search.

She began her career with Lombard Continental Insurance Company, working within its head office claims environment before entering the recruitment industry. Marcella has recruited from companies ranging from general insurers, to brokers and industry service providers across both commercial and personal lines. Marcella also takes responsibility for board level recruitment and senior level client relationship management across the General Insurance, Employee Benefits and Investment teams.



### **David Cooper, Director**

*General Insurance, London Market*

Director David Cooper has specialised in executive level recruitment since 1992. David is a co-founder of Mansion House Executive and has successfully recruited for a range of clients across the general insurance sector in both the London market and regional UK. Prior to entering the recruitment industry, David spent three years working in insurance broking.



**Terri Grainger, Executive Consultant**

*General Insurance*

Executive Consultant Terri Grainger joined Mansion House Executive in 2005 and covers insurance industry roles throughout the UK from our Birmingham office. She began her career in the insurance industry working in claims with Mclarens Toplis Loss Adjusters before moving to Midlands-based broker Beddis Hobbs where she most recently worked as commercial property claims manager. Terri is ACII qualified and has a degree in Modern History and Politics and a degree in Law. She won the British Insurance Awards 'Young Achiever of the Year' award in 2003.



**Darren Hilliard, Executive Consultant**

*London Market*

Executive Consultant Darren Hilliard joined Mansion House Executive in April 2006 with a remit to help grow the London Market side of the business. Darren joined from financial services recruiter Elements Group and has extensive experience within all aspects of London Market Insurance recruiting.

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