



FRASER GILES
PARTNERSHIP

EXECUTIVE SEARCH

Leisure | Hospitality | Travel | Retail

www.fgpartnership.com



WHO WE ARE

Fraser Giles Partnership is a leading Executive Search firm working exclusively across the Hospitality, Leisure, Travel and Retail industries.

Our unique sector specialism coupled with our cross-industry approach and global reach provides significant advantage to all who partner with us.

We immerse ourselves in our chosen markets providing unrivalled knowledge and expertise. Our sectors are differentiated but compatible and we encourage searches across all consumer industries where transferable skills and the best possible candidates can be sought.

Fraser Giles Partnership is proud to advise the leading organisations across the Hospitality, Leisure, Travel and Retail industries. We enjoy creating insightful and lasting relationships with our clients who range from start-ups and private equity firms through to blue chip multinationals.

In addition to C-Suite and Non-Executive Director appointments, we handle assignments across all functional disciplines at Director level and above, including marketing, human resources, legal, finance, IT, procurement, property, operations, digital and commercial.

Fraser Giles Partnership leads through innovation and is committed to providing clients with a bespoke service. No two companies are the same and no two requirements are the same; we challenge predictable thinking to ensure we add value and deliver results that go beyond what is expected. We are committed to success and stake our professional reputation on each and every search.



WHAT WE DO

Collectively, the team at Fraser Giles Partnership possess over 40 years of experience in Executive Search. Our specialist team work collaboratively on each and every assignment.

Fraser Giles Partnership has the added benefit of an in-house research team who deliver highly bespoke searches, remain constantly in touch with the market and source and track talent over a sustained period.

Our approach is always meticulous and discreet; each search is started afresh, every relevant organisation examined, every possible candidate investigated. Research is rarely limited to direct competition, unless the specification demands it; 57% of our appointed candidates last year entered our industries for the first time.

We have the capability, understanding and experience to secure talent internationally; last year 54% of our searches were non-domestic, spanning four continents.

We value and respect people and pride ourselves on our authenticity and integrity. Our processes and terms of business are transparent, and all assignments are completed with passion and regular communication. We ensure coherence and confidentiality, and we leverage our comprehensive sectorial understanding and network effectively.

Our reputation stems from a belief that client and candidate satisfaction is the best possible indication of our performance, and we are proud of the track record and long standing relationships we have built. Underpinning those relationships is our commitment to investing time and energy into getting to know people, understanding their individuality and goals; only then can we deliver a service that fully reflects their core values and caters specifically for their individual needs.



BRAND VALUES



Excellence

We constantly set high standards and work hard to exceed them.

We deliver and add value that goes beyond what is expected.

We have passion and genuine enthusiasm which inspires us, our work and everything we do.

We are committed to success and stake our professional reputation on each and every search.



People

We create insightful and lasting relationships which make a positive difference to all who we encounter.

We value and respect people and pride ourselves on transparency and integrity.

We value a culture of inclusion and collaboration.

We are a group of dedicated and diverse individuals unified by a common goal.



Innovation

We lead through innovation, challenging predictable thinking and processes to adapt and deliver bespoke solutions.

We are thought leaders and dedicated expert practitioners with unrivalled industry knowledge and expertise.

We believe in the transferability of skills and competencies across consumer industries; our specialist industries are differentiated yet compatible.



OUR TEAM

Damian Chisholm PARTNER

As the founder of Fraser Giles Partnership, Damian is a highly accomplished specialist who has built his reputation through assisting and advising organisations across the globe to achieve their goals through securing talent.

Damian has forged strong relationships with key clients both in the UK and internationally and has managed numerous headlining appointments in our chosen sectors.

Damian's commitment to overseeing every assignment ensures his knowledge and expertise is given to every candidate and client who partners with Fraser Giles Partnership.

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Nichola Chant PARTNER

With a truly global network of contacts, Nichola heads up the research function at Fraser Giles Partnership with responsibility for ensuring the best possible candidates are secured for all assignments.

Nichola possesses a track record across a broad range of sectors including hospitality, travel, leisure, FMCG, retail, sport and luxury goods and has handled assignments across all disciplines up to and including Non-Executive Directors.

Nichola has an excellent understanding of the management of all aspects of the search process, aided by her previous experience as a Consultant. Nichola's earlier career was spent in the retail and travel industries, latterly with Virgin Atlantic, before moving into executive search in 2003.

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Scarlett Mayne SENIOR ASSOCIATE

As Senior Associate, Scarlett handles both domestic and international assignments. She has successfully conducted searches on behalf of privately owned, PE backed and FTSE 100 clients across our specialist industries.

Prior to joining Fraser Giles Partnership, Scarlett gained experience in multiple industries including hospitality, retail and law. In addition, she has undertaken voluntary work mentoring vulnerable individuals.

Scarlett graduated from The University of Leeds with a BA (Hons) in Criminal Justice and Criminology, and conducted extensive and detailed research writing her undergraduate dissertation.

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Harriet Forbes-Lange ASSOCIATE

As Associate in our research team, Harriet focuses on identifying and securing the leading talent for our assignments.

Harriet has gained extensive experience in hospitality working in contract catering and events. Prior to joining Fraser Giles Partnership, Harriet worked for The Jockey Club leading marketing campaigns and co-ordinating race day hospitality and events at Huntingdon Racecourse.

Harriet graduated from Loughborough University with a BA (Hons) in Politics with Criminology, conducting her own vast research for her dissertation.

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Britta Franklin EXECUTIVE ASSISTANT & OPERATIONS MANAGER

As Executive Assistant & Operations Manager, Britta supports Damian and the wider team, and handles all logistics at Fraser Giles Partnership.

Before joining Fraser Giles Partnership, Britta worked for Pi Capital, a private membership think-tank which hosts events with business, academic, entrepreneurial and political leaders from around the world.

Prior to this, Britta worked at Emma Wellings PR, a specialist wine and drinks communications agency, where she passed her WSET Intermediate certificate.

Previously, Britta worked at Gorkana, a global media intelligence company, for five years in both London and New York. She has a BA (Hons) degree in Religious and Theological Studies from The University of Cardiff.

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