

Sheffield Haworth

Introduction to the Asset Management Practice



Firm Introduction

Financial Services Specialists

Industry leader since

1993

200+

Employees worldwide

15+

Major financial centres & growing



Financial Services Specialists



Asset Management



Private Markets



Corporate & Investment Banking



Insurance



Global Markets

Our Services



Executive Search



Change Consulting



Leadership Advisory



Strategic Research & Advisory



Executive Interims

Functional Expertise

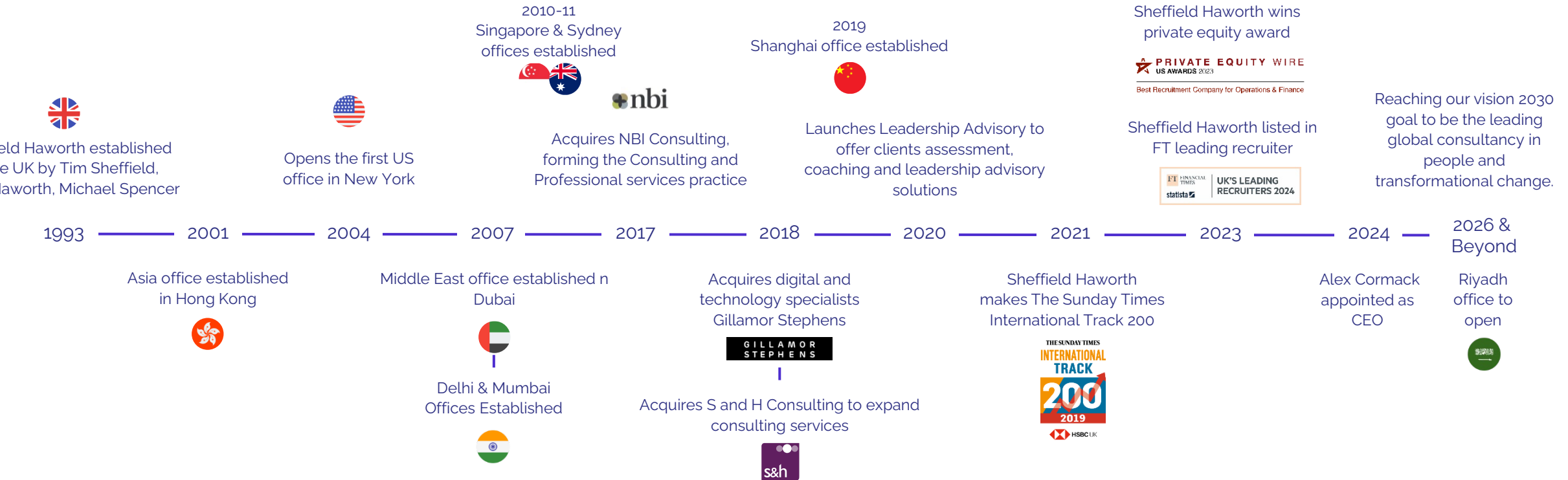
We operate at the board, C-suite, executive management, MD, and partner levels, covering all functional areas.

Across the front and back office

- ✦ Business Development
- ✦ CEO/CFO/COO
- ✦ Investment
- ✦ CTO/Technology
- ✦ Research
- ✦ Data, AI and Cyber
- ✦ Origination
- ✦ CRO/Risk Management
- ✦ Capital Markets
- ✦ CCO/Compliance
- ✦ Global Functions
- ✦ Legal
- ✦ Advisory & Assessment
- ✦ CHRO/Human Resources

Historical Development

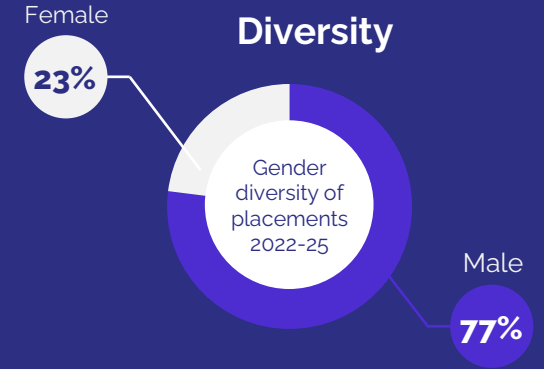
Established in 1993 in London to solve a need for client-driven specialist executive search in financial services



Wealth & Asset Management

Today's rapidly changing business environment calls for investment in people, promoting diversity, and optimizing performance. Our Asset Management team, with its extensive industry expertise and global footprint spanning all major financial hubs, is well-positioned to support your organization's growth and success.

Our global talent solutions span executive search, interim & on demand executives, change consulting, leadership advisory service and strategic research and advisory.



We specialize in:

- Wealth Managers
- Family Offices
- Private Investment Offices
- Private Banks
- Trust Companies
- Financial Advisers
- Digital Investment Platforms

Across all functions

- Business Development
- Investment
- Research
- Origination
- Capital Markets
- Advisory & Assessment
- Corporate Functions

We have completed over

1000

Senior level assignments in the past 10 years

40+ Team across EMEA, US, MENA & APAC regions and growing,

Firm Overview | Global Wealth, Asset Management & Real Assets

Europe



Alex Cormack
Chief Executive Officer
Alternatives



Patrick Morrissey
Deputy Chairman, Chairman
Wealth & Asset Management



Charles Bruce-Smythe
Managing Director, Global Head
Asset Management



Damian Goodburn
Managing Director, Global Head
Energy



Henry Spence
Managing Director
Alternatives & Private Markets



Max Shepherd
Managing Director
Real Estate



Nick Sehmer
Managing Director, Head
Infrastructure



Philip Williams
Managing Director
Asset Management



Isabel Ruiz Halter
Executive Director
Real Estate



Molly Jenkins
Consultant
Asset Management / Alternatives



Tom Eagar
Consultant, Global Head
ESG



Chloe Samuels
Senior Associate
Infrastructure



Jayden Fitzgibbon
Senior Associate
Wealth Management



Michael Leong
Senior Associate
Wealth Management



Saskia Engelmeier
Senior Associate
Real Estate



Francesca Thiam
Associate
Global Real Assets

Asia



Bruce Ingram
Managing Director
Asset Management



Avneesh Raghuvanshi
Executive Director, Head
FS & PE, India



Georgina Masefield
Executive Director
Investment Mgmt, Asia



Sebastian Cohen
Executive Director
Asset Mgmt & Private Wealth



Stephy Chua
Executive Director
Real Estate, Asia



Bhrigangshu Sharma
Senior Associate
Alternatives



JQ
Senior Associate
Asset Management



Vidisha Ghosh
Senior Associate
Asset Management

US



Andrew Thompson
Managing Director
Asset Management



Brendan Corwen
Vice President
Asset Management / Alternatives



Chris Smailes
Managing Director, Head
N. America PE & AM



Anna Waldschmidt
Senior Associate
Wealth & Asset Management



Scott Cohen
Director
Wealth & Asset Management



MENA



Abhishek Vats
Managing Director, Head
Middle East / Alternatives



Euan Lannon
Consultant
Asset Management / Alternatives

Our Differentiators

MD-led search process

**Flexible
Pragmatic
Agile** approach to client needs

FS-led search firm

HIGH-TOUCH APPROACH

80% assignments from repeat clients

12 weeks from kick off to offer

80+ search specialists globally and growing

A TRUSTED PARTNER

800 senior assignments over 10 years

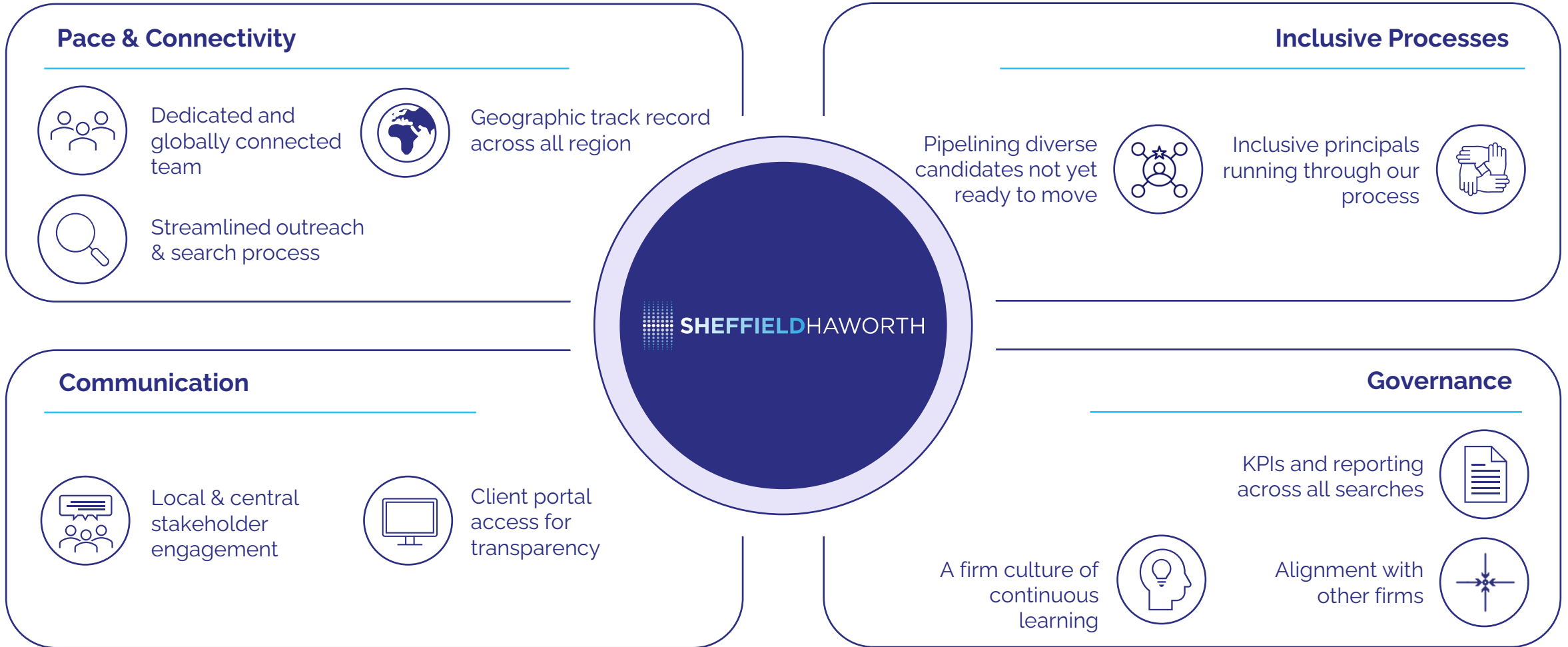
92% searches at the director+ level

30% gender diverse placements 2022-24

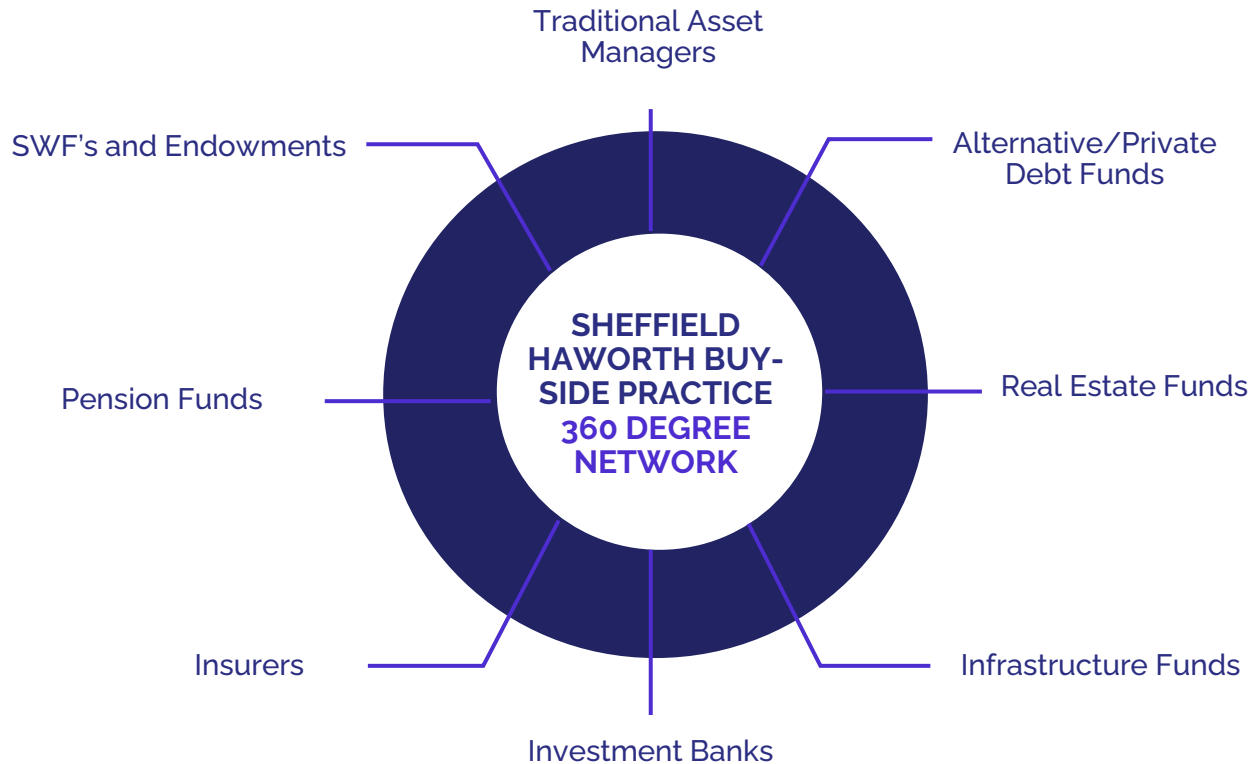


Search Methodology & Approach

Delivering senior level searches with a team that is globally connected



Deep Sourcing Network



As part of our research process, when creating our long list, we go far beyond just name generation, leveraging our extensive market knowledge and mapping.



We provide our clients with 'soft references' from the market on each candidate in the universe, alongside our own initial assessment of the candidate based upon pre-agreed criteria



We extend this thorough assessment-based approach to candidate interviews, ensuring our clients' interviews are as time efficient as possible



As part of our research process, we will also provide our clients with market intelligence sourced from our conversations.



Over the years this has proven consistently helpful for managers who are looking to assess their perception in a market or are looking for intelligence before they enter a new market.

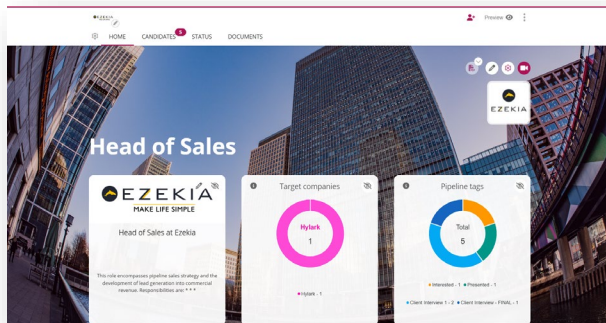
The Client Portal

The SH Client Portal (powered by Ezekia) is available for use to easily share details during a search process. The portal offers a secure way to access information related to candidates and interviews, allowing for a more transparent and interactive partnership.



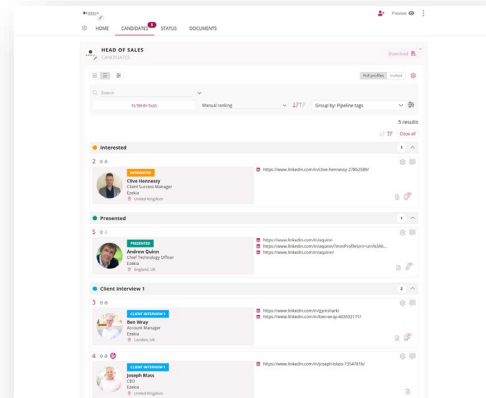
Secure Access & Live Data

At a glance, the landing page gives you a role summary, current target companies and potential candidates, and the stage of the hiring process they are at.



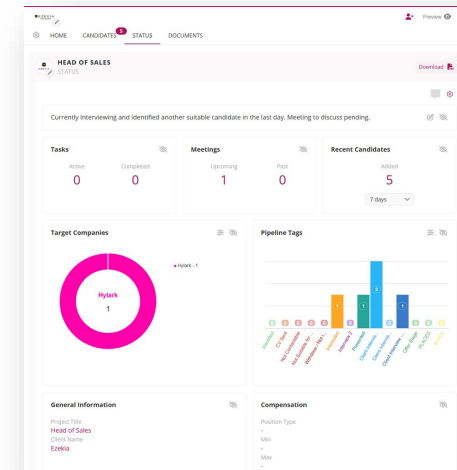
Candidate List & Profiles

Concise candidate bios are displayed with quick-access links and key information. Live feedback tools enable discussion without video meetings, allowing for flexible commentary.

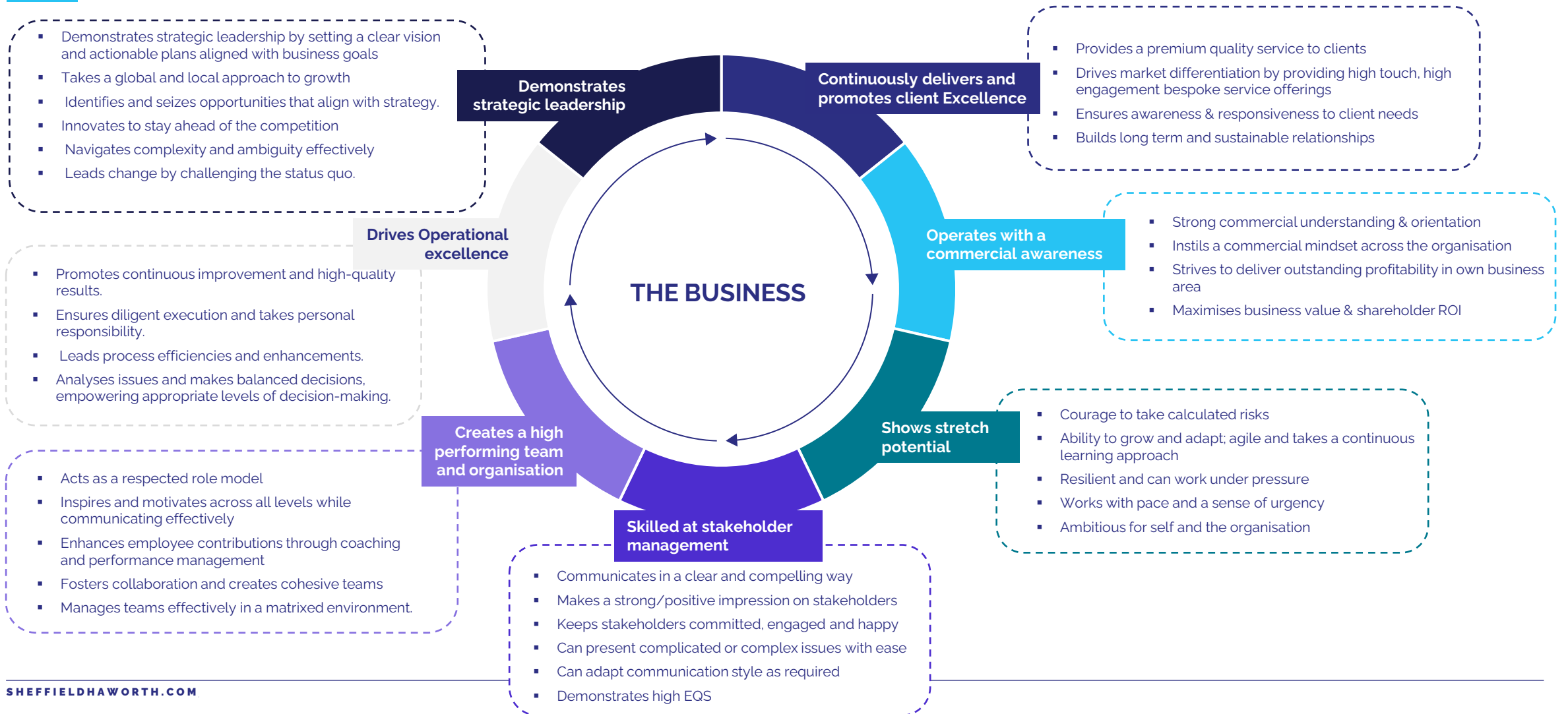


Real Time Progress and KPI Dashboards

Real-time status updates indicating current KPI's, set criteria, or project progress reports.



Example Competency Model for Effective Leadership



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