



## Technology and Business Transformational Outsourcing

# Introduction

We have a wealth of experience of finding talented board members and senior executives for the technology and communications sectors, which have changed dramatically over the past twenty years.

We have also seen rapid growth in the market for IT and business process outsourcing, where a client's organisation, or major segment of it, has been transformed as an integral part of the outsourcing contract.

The creativity we apply to search has produced best in class individuals who have become major contributors to the industry.

Malcolm Thorp leads this specialist area and has also done so for IIC Partners across Europe and globally.

## Specialist area leader



**Malcolm Thorp**, Partner, spent his early career in international high technology sales and product management. He moved into recruitment in 1988 and successfully grew the marketing and technology practices of two of the largest UK recruitment firms to dominant market positions.

Malcolm recruits Board directors and senior executives for leading edge products and services companies operating in the technology, communications and business transformational outsourcing sectors.

## Our expertise

When we started searching in this sector, the mainframe was king, the PTTs led the communications sector and off-the-shelf software was virtually non-existent. The WWW was a twinkle in the eye of a British engineer and business centralisation was the topic of the day, not outsourcing.

Today our clients range from recovering telcos to global mobile network service providers, from medium sized software houses to VC-backed BPO plays, and from e-commerce enablers to international technology services companies, and pure-play business process outsourcers.

We provide an individually tailored, partner-driven, service to our clients. They value our deep knowledge of the sector and its key players. They like the fact that we partner intimately with their business and drive the search process professionally and quickly to a conclusion.

Even today, good executive talent is scarce. We work assiduously between the interface of clients and world class individuals to bring them together creatively and successfully.

Based in the heart of London, we are ideally placed for American and Asian businesses looking to establish operations in the UK as a springboard into Europe.

We work closely with our colleagues in IIC Partners, who are based throughout the world, and draw upon their expertise and resources to enable us to complete searches quickly and effectively.

## Example assignments

- VP Strategic Outsourcing - Global ITC Services
- CFO – Business Process Outsourcing
- Channel Sales Manager – Global Software
- BT Global Account Director – Telecoms Infrastructure & Services
- VP Desktop & Infrastructure Services – Global Technology Services
- CTO – Business Process Outsourcing
- Senior Director, Process Development – Global Technology Services
- Senior Director, Customer Services – Global Technology Services
- CEO – Ticketing Services
- CTO – Electronic Systems
- Head of Client Services – Business Process Outsourcing
- Operations Director - Medical Services Outsourcing
- Global Practice Leader, Oil & Gas – ITC Services
- VP Managed Services, Northern Europe – ITC Services
- Relationship Director, Financial Services – IT Outsourcing
- Head of Systems Development – IT Outsourcing
- Programme Director – IT Outsourcing
- CFO – IT Services
- Group HR Director – International Technology Innovator
- CFO – International Technology Innovator
- CTO – CRM Systems
- Finance Director – CRM Systems
- CTO – Digital TV
- Assistant Group Treasurer – Global Telecommunications
- CEO – Ticketing Services Integrator
- Marketing Director Europe – Security Systems
- CTO – Online Gaming
- UK Finance Director - Telecommunications
- COO – Online Gaming
- CEO – Security Systems
- Director, Strategic Sales – Programme Management Systems
- Director, Partner Sales - Software
- Head of Internet Operations – Online Sports
- Account Director – Mobile Telecommunications
- Head of Content Marketing – Mobile Telecommunications
- Operations Director – ITS
- VP R&D – Networking
- Product Development Director – Networking
- Corporate Account Directors, Strategic Outsourcing – ITO
- Head of Products – Mobile Telecommunications
- Sales Director – Software
- CTO – Global IT Systems & Services
- Group Company Secretary - Telecommunications
- Business Development Director – Bluetooth Systems
- CEO – Programme Management Systems
- Telecomms Practice Leader – International Consultancy
- Director of Consulting Services – Banking Systems
- Director of Strategy & Business Development – Nuclear Technology
- Director of Communications – Nuclear Technology
- COO – CRM Systems
- Divisional Director – Mobile Telecommunications
- Corporate Treasurer – Mobile Telecommunications
- Marketing Managers – Mobile Telecommunications
- Head of Investor Relations – Telecommunications
- Head of Corporate Risk - Telecommunications
- Strategic Sales Managers – Large Systems Software
- Group Treasurer – Global Information Services
- European Treasurer – Global Chip Manufacture
- Sales Director, Card Services – IT Services
- Strategic Sales Director – Business process Outsourcing
- Group Purchasing Director - Telecommunications

# 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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