

Case Study- Building the property management team with Edmund Kirby, Liverpool



Property Consultants Edmund Kirby were looking to grow their established property management department within the Merseyside region. Due to an increase in workload, Edmund Kirby appointed Elliot Marsh to assist them in their expansion plans for the team.

Our Client

Edmund Kirby are well renowned in the region as a reputable and traditional private property consultancy specializing in commercial property management, real estate strategy, development advice, leasehold enfranchisement, planning guidance and building consultancy.

Founded as a private practice in 1864, they have expanded their provision of strategic property advice through their retention of key clients in the area. The firm takes pride in its skills in numerous disciplines and their innate knowledge of various sectors that allows them to compete with the best consultants in the industry.

The Situation

Given the buoyant property climate in the North West the property management team saw a rise in both the number and size of the instructions for its property management service. Developers in the region looked to Edmund Kirby's historically reliable service to manage a number of landmark buildings in Liverpool.

Due to their excellent understanding of Edmund Kirby's emphasis on delivering their professional services through their people, Elliot Marsh were appointed to source a Property Manager. The successful candidate would be responsible for all hands on property management aspects within the region. This included rent collection, service charge accounting and administration, tenant liaison, service contract tendering and administration, building maintenance, rent reviews and lease renewals. Although this experience was important finding the right personality to fit in with the team was essential.

What Elliot Marsh did....

After meeting with Edmund Kirby to discuss the opportunity in full detail it was decided that a regional search and

selection would be the best solution.

This was because the position required someone with a skill set that was highly sought after and in short supply. By carrying out a full search on the industry, it would allow us to access the very best property managers within the area and establish their current personal circumstances.

Our in-house research team began the assignment by compiling a target list of companies who would deal with property management issues, whilst also identifying key individuals within each organisation.

The Results

The search process proved to be extremely successful and generated a huge amount of interest at all levels within the property management sector.

Within four weeks we had a shortlist to present to the Client and we whittled this down to present a specific candidate to the client. As one candidate was deemed ideal for the role on both a personal and a professional level they were appointed immediately following first interview within 6 weeks of our initial meeting with the client. The successful candidate was delighted with their placement and Edmund Kirby were extremely satisfied with the service they had received.

For more details

If you would like to discuss this case study please contact Jon Kelly on 0161 926 8181 or email info@em-headhunters.co.uk

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