

Management Partner of the Year

WINNER

SIMON HODSON/PAUL MURRAY

DAC Beachcroft

Guiding their firm to becoming a serious contender

This award usually recognises the contribution of a single individual, but Simon Hodson and Paul Murray have been a true double act since becoming senior and managing partner of Beachcroft in 2005. Five years later, partners again put their faith in the impressive duo and re-elected Hodson and Murray to serve another five-year term at the helm. It is not hard to see why. The pair helped the firm grow revenues by 46% from £89.7m to £134m during their tenure, making Beachcroft the 23rd largest firm in the *LB100*.

Under Hodson and Murray, Beachcroft has also been in growth mode. In April 2010, it took over niche City insurance firm Williams Holden Cooklin Gibbons, gifting it more capability in the City but also an office in New Zealand. However, the real game changer for the firm came last year when it merged with insurance rivals Davies Arnold Cooper. The move, brokered by Hodson and Murray, went live in October 2011 and created a serious player in the insurance legal market with over 230 partners, 2,000 staff and a projected turnover of £175m. In December, turnover at the combined firm was up 10% to £88.2m.

HIGHLY COMMENDED

PETER HASSON

Clyde & Co

Clyde & Co's non-lawyer chief executive has played a crucial role in developing the firm since 1997, applying a sharp business mind and an eye for figures to ensure that senior partner Michael Payton's ambitious leadership has been entrenched in commercial reality. This was no more evident than when negotiating an industry-defining merger with Barlow Lyde & Gilbert in 2011.

CRAIG HOLT

QualitySolicitors

When Holt, a family law barrister, had trouble finding a local solicitor for his house move in 2008, he complained to his marketing consultant friend Saleem Arif and QualitySolicitors, a high street superbrand, was born. The network has over 200 branches countrywide and employs thousands of staff.

'The pair have helped the firm grow revenues by 46% from £89.7m to £134m during their tenure.'



(L-R) DAC Beachcroft's Simon Hodson and Paul Murray, with BLP's Matthew Kellett on behalf of Challenger Search & Selection

ANDREW MANNING

Bevan Brittan

When Manning took over the reigns at Bevan Brittan in 2008, the firm was in disarray. Since then, working with a new board, he has gained the trust of the partnership, chiefly by turning around the firm's financials. By focusing first on the necessary and, once that was done, pursuing strategic goals, Manning and his team have transformed the fortunes of the firm.

PETER MARTYR

Norton Rose

Martyr was re-elected to serve another three-year term as group chief executive at the end of 2011, which will take his time spent in the top role up to 12 years. In 2011, not only did Martyr successfully oversee the addition of Canada's Ogilvy Renault and South Africa's Deneys Reitz to the Norton Rose Group, but he also signed up Canadian oil powerhouse Macleod Dixon during the same year.

PHILIP RODNEY

Burness

Since becoming chairman in 2006 following a restructure of the firm, Rodney has led Burness on an impressive path to becoming a major player in the Scottish legal market. Since being re-elected to a second three-year term two years ago, revenue has grown 20% in a struggling market.

Challenor is a specialist legal search business with offices in London and Manchester.

We act for a number of leading law firms, banks and companies, both internationally and domestically.

Specialist Solutions

As an independent player, we can move faster than most and are unencumbered by the ties that restrict less specialised consultancies.

Our focus is always on what you need and what can be achieved.

Our Approach

In a market where integrity is the key to success, you can rely on us to deliver to a brief on time.

Naturally you'll expect rigorous assessment on your behalf, but what you'll also get are our thoughts and opinions. Understanding the market as we do, we're careful to deliver a range of realistic solutions to best suit your needs.

Please contact **Matthew Root** on 07768 332665 or **Laura Griffiths** on 07971 786574 for partner and team moves, or **Matthew Sharpe** on 07966 158062 for appointments to industry.

LONDON

Holborn Gate, 330 High Holborn, London WC1V 7QT
Telephone: +44 (0)20 7203 8413

MANCHESTER

82 King Street, Manchester M2 4WQ
Telephone: +44 (0)161 935 8288

email: mroot@challenorgroup.com

email: lgriffiths@challenorgroup.com

email: msharpe@challenorgroup.com