

MANAGEMENT PARTNER OF THE YEAR
SPONSORED BY GRAHAM GILL CONSULTING

Kevin Gold

Mishcon de Reya

High performance derived from strong management

The continued success of Mishcon de Reya over the last five years has been in large part down to the vision of Gold, who has been managing partner since 1997. The outstanding performance means revenues have grown 121% between 2009 and 2014. In 2013, he stood unchallenged as managing partner in the firm's first formal elections, underlining the confidence the partnership has in their leadership.

Gold is two years into his current three-year strategy, which involved investing heavily through the downturn and building a distinct brand as an adviser bridging high-end private client work with an entrepreneur-heavy corporate client base. It has clearly paid off so far, as the firm has enjoyed strong growth and last summer hit its strategic target of £100m in revenues by 2016, with 2013/14 turnover up 18% to £104.6m and profit per equity partner up by 16% to £975,000.

Gold has also overseen major operational changes in the last 18 months, including the firm's pending move to an all-equity partnership this autumn and conversion to a limited liability partnership, following a vote made in early 2014. It became the latest firm to acquire an alternative business structure licence recently, a move prompted by a desire to bring four non-lawyer employees into the partnership.

HIGHLY COMMENDED

SIMON BESWICK

Osborne Clarke

If the measure of success for a management partner is leaving a firm in a much stronger position than when they took over, then Beswick has certainly achieved that. After stepping down at the end of 2014 as managing partner, a position he held since 2002, his legacy has been rigorous management and driving international expansion, culminating in robust post-recession performance with revenues up 26% during 2013/14, capping off a 69% increase over the previous five years to push its income to £142m.

BILL DRUMMOND

Brodies

Midway through his sixth consecutive term as managing partner of this high-performing Scottish firm, Bill Drummond completed another highly successful year at the helm of Brodies again in 2014 in what is the culmination of a three-year strategic plan. A 13% increase in revenue in 2013/14 propelled Brodies through the £50m barrier to become the largest independent Scottish firm by revenue.



Graham Gill Consulting's Dominique Graham with Kevin Gold

BRYAN HUGHES

Eversheds

Having taken over as chief executive in May 2009, Hughes inherited a sprawling, expansive firm that had built up a huge exposure to the UK property market and where costs had ballooned. His robust and down-to-earth style has drawn plaudits since then and a successful 2014 saw the firm increase in revenue, improve its cash position and significantly boost PEP, while continuing to invest internationally.

SHARON WHITE

Stephenson Harwood

Reappointed for another three-year term in 2014, White became chief executive of Stephenson Harwood in 2009, in the eye of the global financial storm. That the firm in 2013/14 posted revenue growth of 8% to £121m, marking the firm's sixth successive year of growth, coupled with an 19% increase in its PEP, is a testament to the assured leadership that has been a hallmark of her tenure.

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