

ROBINSON KEANE AND THE LOWRY

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Julia Fawcett
Chief Executive



By late 2006, The Lowry had proved itself a huge success and had exceeded all forecasts and plans. We therefore needed to appoint an exceptional Chairman to help take The Lowry to the next level, both in terms of its offering and its national and international recognition.

We needed someone who shared the vision of what The Lowry was about – raising the cultural profile of the region and contributing to the regeneration of the Salford area. We also needed someone with authority and credibility with the movers and shakers in London and the South. All in all, we had a very unusual and demanding specification.

Robinson Keane spent a lot of time in the early stages of the assignment really getting to grips with our requirements, both in terms of person specification and cultural fit. From the first meeting, they gave me confidence that they would deliver.

They then undertook an extensive headhunting campaign, sourcing and targeting suitable people in the fields of both the arts and regeneration,

before presenting us with a very strong shortlist, complete with extensive and in-depth candidate profiles.

Not surprisingly, the shortlisted candidates all demonstrated a thorough understanding of our vision and our expectations from an incoming Chairman, reinforcing my view that Robinson Keane’s briefing of candidates had been of a very high standard and therefore extremely effective. Needless to say, a successful appointment was made from the final shortlist and our new Chairman has proved to be an absolute star!

Throughout the assignment, Robinson Keane gave us regular, concise and appropriate updates on progress and administered the whole process very efficiently.

I would certainly have no hesitation in recommending Robinson Keane to other organisations seeking an outstanding Chairman.

Julia Fawcett
Chief Executive
The Lowry