

A herd of elephants is walking across a savanna landscape. The elephants are of various sizes, including several adults and several calves. They are moving from left to right across the frame. The background shows a vast, open plain under a clear sky.

Plexus: Case Study

Overview

- > Brett A. Jesson was placed into his current role of Chief Revenue Officer at Plexus Law, by Emilia Stenner, Mathew Cuthbertson and the Financial and Professional Services Practice.
- > After receiving investment from Private Equity, Plexus Law were looking to augment the management team to drive further success and growth.

-
- > "We strive to ensure all our clients and candidates have an excellent experience with us and we aim to deliver an exceptional service"

Emilla Stenner's commentary



Background

- Plexus Law are a modern, forward thinking, progressive law firm delivering innovative, high-quality legal services with a highly motivated team of litigators committed to delivering effective solutions and outcomes for their clients.

Our Approach

- After receiving investment from Private Equity, Plexus Law were looking to augment the management team to drive further success and growth. A key part of that was strengthening the commercial function of Plexus and hiring a Chief Revenue Officer to build upon the success to date.

The Search

- Due to the range of service across Plexus it was important that this individual was adept at working in complexity and able to adapt to different markets and services. After mapping the competitive market (commercial legal services/claims handling) and businesses with relevant characteristics (Outsourcing, Insurance Sector), Plexus appointed Brett Jesson who had in depth experience in both models and the insurance sector.

What the Client said

"It was clear that the team were representing both parties with great care and in a structured, thoughtful way looking to make the best match. Since starting my new role at a fantastic firm, the team have found exactly the right balance on checking in and supporting a smooth transition" - Brett Jesson

Brett's view on the DRAX team:


"The team were brilliant, the search was tailored, professional and of exceptional quality and I would say DRAX are the best in the market. The management of the process was phenomenal with very regular and open communication, with an enormous amount of preparation and insight provided by Mathew and Emilia prior to any meetings."



DRAX


Leadership Capital

Drax London
Savoy Hill House
7-10 Savoy Hill
London
WC2R 0BU
United Kingdom

 +44 (0) 870 770 0252

 contact@draxexecutive.com

Drax Manchester
3 Hardman Square
Spinningfields
Manchester
M3 3EB
United Kingdom

 +44 (0) 161 457 0060

 contact@draxexecutive.com