

# MARKS SATTIN

## FINANCIAL SERVICES

Permanent Division

Established in 1988, Marks Sattin is the UK's largest dedicated specialist Accounting and Finance recruiter with offices in London, Manchester, Birmingham, Leeds, Reading and Dublin.

### INTRODUCTION

Hello, my name is David Harvey and I have the pleasure of running the London permanent Financial Services division. We are a team committed to our values; we look to align our incentives with both candidates and clients by focusing on long term relationships rather than transactions. We take a consultative approach to our work and as such do not aim to just get people jobs for the short term, but instead focus on their career goals; we look to partner great people with businesses who place high value on people and therefore will develop and invest in them. We do not rest on our laurels; despite having an enviable database and network based 29 years of hard work and approximately 100 years collective financial services accounting recruitment experience in the business, we remain forever committed to improving.

We work on a search and contingency basis enjoying success at all levels, from the ever busy new/part-qualified level through Head of Finance to CFO.

### STATS



**9800** registered qualified accountants with experience in financial services



A pool of **3800** (2016/2017) recently qualified accountants.



**100%** retained business with a **95%** exclusive fill rate.



**34%** of our candidates are referred.



**70%** of our business is repeat business; our clients stick with us.



**30%** of our work is Senior Finance.

### PRIVATE EQUITY & INVESTMENT MANAGEMENT

Arguably Marks Sattin's most successful market in the UK. The go to recruiter in London for Private Equity, PE Debt, PE Real Estate and the wider alternatives.



We have worked with over **250** different firms in the last three years. Our network is comprehensive and we work tirelessly to grow it.

### BANKING AND CAPITAL MARKETS

One of Marks Sattin's oldest and best established teams, they have been the top supplier to large global banks, but also true to Marks Sattin's SME routes, are comfortable **building a finance team for a 25 person brokerage firm.**

### INSURANCE

We have worked in insurance for over a decade, consistently growing our client base with our ability to bring the best accounting talent from within financial services into insurance, but also source experienced insurance accountants from across the London Market.

## FINTECH

Marks Sattin is passionate about identifying and developing our network in growth sectors in order to provide our candidates with the best opportunities available.

We have seen new jobs in FinTech rise **300%** in the last **3 years**, working with start-ups to multi-nationals; this sector has a lot to offer.



## MARKET INTELLIGENCE

As a recruitment firm that prioritises the quality of our data spanning back over **25 years** and recognises the potential of it, we try to offer as many value adding services as possible. This might be salary benchmarking, market mapping, bespoke reports on finance structures or headcount, or wider topics such as women in finance.

Please see a [link](#) to our recent Women in Finance report and a chance to request a copy of our salary survey.

## PARTNERSHIPS

Marks Sattin has long been synonymous with newly qualified recruitment across all sectors in London and this year we have chosen to partner with the ICAEW. While this has further enhanced our pool of candidates and our reputation as the partner for top accounting talent, it has also allowed us to share our knowledge with the accounting community.

To find out more about our partnership please [click here](#).

## ROLES

### Senior Finance

CFO  
Finance Director  
Head of Finance  
Head of Fund Accounting  
Head of Financial Reporting  
Head of FP&A  
Financial Controller

### Core Finance

Fund Controller  
Finance Manager  
Financial Accountant  
Fund Accountant  
Product Controller  
Treasury Finance  
Management Accountant  
Finance Business Partner  
Financial Analyst

### Part Qualified

Assistant Accountant  
Graduate Accountant  
Assistant Management Accountant

### Regulatory

Head of Regulatory Reporting  
Regulatory reporting accountant / analyst  
Capital / liquidity / Bank of England reporting

## TEAM EXPERTISE

### David Harvey

Director – Financial Services

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### Sunil Basra

Principal – Private Equity,  
Real Estate

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### Thomas Wesseldine

Principal – Private Equity

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### Harris Asher

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### James Otter

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### Cormac Doyle

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Markets & Insurance

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### Sanjay Chandwani

Manager – Part Qualified, Financial  
Services & Regulatory positions

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### Rebekah Froom

Consultant – Part Qualified,  
Financial Services  
Permanent

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## OTHER AREAS OF INTEREST

Naturally we also have a well established contract division. Other perms desks include **Corporate Finance, Compliance/Regulatory, Project/Change, Tax and Audit**. Please contact [David](#) for more details or if you would like further information on the teams within the finance division.