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Non-Executive Director – PE-Backed Industrial Products Business

Hiring organization
Ned Capital Recruitment

Employment Type
Part-time

Beginning of employment
1st December 2025

Duration of employment
Perm

Industry
Industrial Products

Job Location
London, South East, United Kingdom

Working Hours
9-5

Date posted
October 21, 2025

Valid through
31.10.2025

Description

Sector: Industrial Products | Manufacturing & Distribution
Location: UK
Commitment: Around 1 day per month + occasional strategy sessions
Remuneration: Competitive

The Business
A PE backed, established and fast-growing industrial products company supplying specialist equipment and consumables to the trade. With a turnover of c. £20 million and a clear ambition to double that figure over the next few years, the business is entering an exciting phase of transformation and scale-up.
Following recent board appointments that have strengthened both commercial and operational leadership, the company is now seeking to appoint a Non-Executive Director to provide independent challenge and strategic insight as it evolves from a traditional wholesale model to a modern, data-driven enterprise.

Strategic Focus
• Transition from distributor to digital/direct sales model.
• Data and digital transformation to enhance productivity and pricing agility.
• Diversification into new and sustainable industrial markets.
• Continued organic and acquisition-led growth.
• Strengthening sales strategy, margin management, and market responsiveness.

The Role
The NED will support the board and owner-managers in delivering the company's long-term growth strategy. You will bring commercial expertise, governance discipline, and a practical understanding of scaling mid-sized businesses in dynamic markets.
Responsibilities include:
• Providing strategic guidance and independent challenge at board level.
• Advising on digital transition and direct-to-market initiatives.
• Supporting diversification into new sectors and evaluating acquisitions.
• Offering perspective on sales effectiveness, margin optimisation, and data-led decision-making.
• Mentoring senior leadership and contributing to governance best practice.

Responsibilities

Candidate Profile
• Board-level or senior leadership experience in manufacturing, industrial, or distribution sectors.
• Exposure to digital transformation and growth strategy execution.
• Strong commercial acumen with focus on sales, pricing, and performance improvement.
• Comfortable operating in entrepreneurial, owner-led environments.
• Collaborative, pragmatic, and data-driven with excellent stakeholder influence.
• Experience to support and advise on building an effective, high-performing sales

team
• Demonstrable experience in scaling businesses
• Ideally having worked with PE-backed companies to scale operations in line with targets

Qualifications
Appointment Details
• Attend monthly board meetings (approx. 1 day per month).
• Participate in periodic strategy days and ad-hoc advisory sessions.
• Appointment to commence as soon as practicable.

Job Benefits
Competitive NED Package

Contacts
Ned Capital are a leading London based Ned Recruiter.