

https://www.nedcapital.co.uk/job/non-executive-director-ned-industrial-products/

# Non-Executive Director - Industrial Products

### 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

# 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

- 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