

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