

ANDY PIERS

HEAD OF TECHNOLOGY, CLARIANT AG



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Andy Piers, Head of Technology and Strategy, Clariant AG



THE SLOW BURN



When it comes to nurturing relationships with candidates, executive search firms' patience is clearly a virtue. Andy Piers first met Nigel Parslow, now Executive Chairman of Harvey Nash UK, nearly 14 years ago when Parslow recruited him into a top marketing job with Union Camp Chemicals. The two have stayed in touch ever since. Although Piers has used Harvey Nash to help him recruit in various roles he has held over the years, Parslow has never been able to lure him away from what he was doing.

"Our relationship has not been overtly commercial at all – but that's not for the want of trying on Nigel's part," says Piers. "His motivation for staying in contact is a mutual affinity and the chance I might require his services at some point in the future either as a client or a potential candidate. For me he has been a very strong sounding board for some of the ideas I have had over the years. I count him as a friend, but I would also turn to Harvey Nash should I go back onto the job market."

Piers has enjoyed an impressive career trajectory spanning a number of blue-chip businesses, including ICI and International Paper. Armed with a PhD in Chemistry and Engineering he joined ICI early in his career as a senior technologist, but quickly moved into a marketing role.

When ICI divested the business he was working in – Soda Ash Products – to form, in 1991, Brunner Mond & Co, he became European Business Manager for the new company.

In 1994, Harvey Nash recruited Piers into a division of Union

- Andy Piers first came across Harvey Nash UK Chairman Nigel Parslow 14 years ago when Parslow recruited him into a senior marketing role with Union Camp Chemicals
- Over the years the pair have kept in touch, but the relationship is based more on friendship and a mutual sounding board than overt commercialism
- Piers has enjoyed an impressive career and recently joined Swiss plc Clariant as Head of Technology and Strategy. Though Harvey Nash didn't recruit him to the role, he expects to use their services as a client

Camp Paper Corp, Union Camp Chemicals, which needed to beef up its management team with a marketing man. When Union Camp Paper merged with International Paper in 1999, the chemicals divisions of both were merged into Arizona Chemicals, and Piers was put in charge of the oleochemicals business.

In 2005 he became Global Sales Manager for Arizona Chemicals, a role he held up until March 2007. In the meantime he had helped handle the sale of Arizona Chemicals to private equity firm Rhone Capital in 2006.

He spent 18 months working on renewable energy projects with a major private equity firm, before taking on his current role as Head of Technology and Strategy, with a seat on the board of management, at Swiss specialty chemicals company Clariant AG in September 2008.