

Case Study

Sector: Energy, Transport & Infrastructure



- Mich Hein, Chief Executive Officer

Since joining, Jon has surpassed our expectations and has brought fresh ideas to accelerate our progress that we simply would not have considered without him. A fantastic job by the team at Holmes Noble and I'd highly recommend them.



What was the challenge?

Electrochea GmbH is a Munich, Germany Headquartered growth stage company operating in the power-to-gas (PG2) market using its proprietary process to produce renewable methane at an industrial scale. The group has c 70 employees across its subsidiary operations in Germany, Denmark and the US and has reached an inflection point where the technology has moved from R&D scale up to commercial market entry. Having reached a transitional phase in the company's development, it became clear that it was necessary to identify a commercially minded CFO for the business to take it to the next stage of rapid commercialisation and rapidly activity to capture the market and achieve a substantial increase in value for the investors.

What did we do

With a rapidly evolving market, the candidate needed to have sufficient commercial experience to consider different potential business models and be comfortable with a high level of scenario analysis. In addition, significant Greentech experience and understanding of technology licensing and operating methodologies to ensure that a company could corner a new market segment. The candidate also needed to be equally comfortable dealing with Electrochaea's VC and corporate investors and exhibiting excellent stakeholder management skills.





Given the need to identify a seasoned executive who had significant experience in driving a business through its growth development phase, Holmes Noble undertook a detailed analysis of businesses who had successfully raised funds, scaled, commercialised and exited. Using these as a start point, we then traced back through the management teams that had achieved that success and identified the true drivers of success within those teams. This led to a substantial longlist of potential candidates who each exhibited elements of the brief. Subsequent detailed interviews were undertaken to establish the cultural fit with the client and the personal motivation to build a business again.

What were the results?

Following a thorough search process including significant challenge from the investor Board, Holmes Noble successfully placed the Chief Investment Officer into the business. The candidate had over 30 years' experience in sustainable investment, helping to build and finance numerous renewable energy and cleantech businesses. They are responsible for asset-level financing, corporate finance and investor communication activities and have enabled the business to rapidly scale up its operations and create substantial additional value in the process.



"We were targeting a real game changer who had the ability to take our business to the next level on the international stage while dealing with our mix of venture capital and corporate investors. Finding somebody with the combination of operational, project finance and investor experience was a tall ask, but Holmes Noble excelled in bringing a high quality shortlist that enabled the Board to select the best option. Since joining, Jon has surpassed our expectations and has brought fresh ideas to accelerate our progress that we simply would not have considered without him. A fantastic job by the team at Holmes Noble and I'd highly recommend them."

- Mich Hein, Chief Executive Officer



Contact Us

holmesnoble.com

+44 (0) 121 606 3007

Regus Birmingham NEC,
Birmingham Business Park,
4200 Waterside Centre,
Solihull Parkway,
Birmingham, B37 7YN

