

Finishing & Fit-out

H&J Martin



Osborne deputy chairman Andrew Osborne presents H&J Martin with the trophy

The H&J Martin team is keenly aware of its 160-year heritage and the contribution made by the Martin family who now own a business in its fifth generation.

“We firmly believe this family ethos is the bedrock that has allowed us to build the strong relationships necessary to survive and grow in today’s demanding market,” says business development manager Daniel Chesney.

The firm has seen a major uplift in business and it believes this is a result of its planning and ability to attract and retain clients through delivering quality projects and developing strong personal relationships.

Over the past 12 months the fit out division has delivered unrivalled success in what H&J says was the most demanding, yet rewarding, year in its history.

Under the leadership of director Geraldine Gordon the division has successfully grown despite the most difficult of market conditions.

H&J Martin’s fit out team delivers projects across a variety of sectors from commercial to retail, residential to hospitality.

In February 2010, H&J Martin completed a multi million pound fit out for AIG in Bucharest. This project was a 44,200 sq m office development over 20 floors for AIG. It was carried out in the winter months, and the H&J team were often working in temperatures as low as -30 deg C.

Through 2011, H&J Martin aims to develop its new offices, support the growth of local project teams and build on the work it has completed in Germany and Romania.

People focus – Daniel Chesney

Business development manager Daniel Chesney says the single most



important element in the success of a business is its clients and the most effective resource to ensure client satisfaction and retention is its people.

He says the past three years have been the most challenging in memory and despite this the company has remained focused on its expansion plans, from its new offices, to recruitment of new personnel to continuous investment in its people.

Mr Chesney attributes this calculated strategy to the ambition of fit out director Geraldine Gordon supported by members of the board, the Martin family and all employees.

This approach has produced sustainable growth and established a solid strategic foundation to aid future success.

A reduced market means increased competition and the company has met this challenge by developing client relationships through key account teams, delivering leaner construction to clients through transparency of its business practices, says Mr Chesney.

“Where we differentiate ourselves is quality of the end project and satisfaction for the end user,” he says.

The judges said:
“This fifth generation company has grown through developing its team, attracting new clients and fearlessly exploring new geographic regions across Europe while nurturing the relationships with repeat customers”

THE FINALISTS

Create Interiors
 Astec
 Mivan
 A Andrews & Sons (Marbles & Tiles)
 Redec
 S Lucas

THE JUDGES

Andrew Osborne, deputy chairman, Osborne
 Paul Hodgkinson, chief executive, Simons Group