

# Who goes where

The **Negotiator** rounds up the property industry's movers and shakers.

## Chestertons appoints new Sales Director in South Kensington



**Robert Adams**

Chestertons has strengthened its sales team by appointing an ex-Knight Frank Partner, Robert Adams, as Sales

Director at its successful South Kensington office.

Robert has been in the property business for 20 years and joins from Knight Frank, in the Super Prime, Prime and core New Homes market. He has set up and managed numerous Residential Sales Teams & Offices as well as being responsible for some major landmark deals across Prime Central London. Robert also has experience in training & recruiting for sales teams in the UK, India & The Middle East.

Robert will be an important asset for Chestertons in the South Kensington market where buyer interest has surged. He says, "I look forward to growing the very successful sales operation here, ensuring that the Chestertons office continues to be the agent of choice for people looking to sell."

Chestertons' Central London Area Director, Cory Askew, added, "Robert's appointment is a real coup for Chestertons. Robert is a consummate professional and with his natural tenacity and expertise, we are very excited by the potential for this key office."

## Tom Woods joins BCM



**Tom Woods**

Experienced country house agent Tom Woods has joined BCM Rural Property Specialists to lead its residential sales and lettings department.

Tom, a graduate in rural land management from the Royal Agricultural University at Cirencester, joined Knight Frank in Winchester straight from his studies and stayed for 15 years.

"Hampshire has some exciting country houses and larger homes many of which will never be on the sales market but are very appealing, particularly where they are within the catchments of or close to the many impressive schools here.

"After 15 years with a national agency it was time to put my experience to good use building my career with an independent that has a positive outlook.

"I live in Hampshire with my wife and children in a village close to Winchester and will enjoy getting around the region developing residential opportunities. This weekend I will be heading to the Alesford Show with the rest of the team, where I look forward to meeting BCM clients and forging new links with property owners and landlords."

## Tony Cheverton joins The New Homes Group



**Tony Cheverton**

Tony Cheverton has been appointed as Area Director to support the growth and expansion of its Part

Exchange and Assisted Move Services.

Tony brings his expertise to The New Homes Group after 12 years with Countrywide and The PX Hub. Tony says, "It's great to be part of a team of over 100 people who are clearly focused on providing the very best service to housebuilders and their customers, as am I".

"Tony is well known and highly respected in the industry and we are delighted to welcome him to our team" said Platt.

The New Homes Group Divisional Managing Director Mark Platt said, "Tony brings knowledge and expertise to The New Homes Group having worked in the industry for 12 years with Countrywide and The PX Hub.

Tony said, "It's great to be part of a team of over 100 people who are leaders in the industry, who are clearly focused on providing the very best service to

housebuilders and their customers, as am I".

"Tony is well known and highly respected in the industry and we are delighted to welcome him to our team" said Platt.

## Another corporate agent joins Harding Green



**Edward McCulloch**

Harding Green's 'self-employed' approach to estate agency has attracted another corporate estate agent, Edward McCulloch, who joins the business launched two years ago by former Chestertons Director, Nick Carter. Edward has extensive residential sales knowledge and client relationship management experience. In his first month, Edward has secured three instructions, with positive interest from buyers in a matter of days.

Edward joins from Douglas & Gordon, after four years, running the Chelsea branch. Prior to this, Edward spent ten years at John D Wood, Hamptons, Texaco and MAS. Edward said, "I'm delighted to join Harding Green. I needed to leave the corporate model as I sought more control over the sales process, and I wanted to give a much more individual service to my clients. Sellers and buyers want a more personalised service than the mass-market model can offer, and boutique estate agents like Harding Green are dedicated to providing that."

## Nigel Blanchard joins Sequence as Land Area Manager in the North



**Nigel Blanchard**

Sequence has appointed Nigel Blanchard as Land Area Manager in the North. Nigel's will cover South and West Yorkshire for William H Brown and Cheshire and The Wirral for

Swetenhams and Jones & Chapman, helping landowners in maximising their assets.

"I joined the land team because of the Group's reputation in Land & New Homes. It helps having a large network of estate agency offices within the region. I look forward to working alongside great people throughout the network of offices and helping landowners maximise their assets," said Nigel.

Nigel trained as an estate agent General Accident Property Services after leaving the RAF in 1990. In 1995 he joined Carter Jonas in Oxford. Until recently Nigel was self-employed in Land & New Homes. Divisional Managing Director in Sequence's North Division Rob Smith said, "Nigel comes with a wealth of experience and I am delighted to add him to our team in the North."

## Knight Frank property consultant strikes out alone



**Thea Carroll**

A former Senior Buying Consultant from Knight Frank has launched her own boutique property consultancy. Thea Carroll Property Consultancy will focus on delivering impartial, strategic advice via search, acquisition, rental, disposal and investment landlord services, amid sustained uncertainty in the UK market.

Thea says, "Whilst some think this could be the darkest hour for property, it may also be the best time to launch a new business."

After a spell at Marsh & Parsons, Carroll made her first foray into consulting work by joining The London Search Company. She became a Senior Buying Consultant for three years and later with The Buying Solution, part of Knight Frank.

Now she has launched Thea Carroll Property Consultancy. Thea says, "With seven clients retained and support from American connections, we're concentrating on properties in prime central London in the £1 million to £35 million market." ■