

## **Biography: Mark Stupples BSc (Hons) FRICS**

DOB: 9 January 1962

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### **Timeline:**

1984 – Joined JP Sturge & Sons as Graduate Trainee

1990 – Salaried Partner, JP Sturge

1995 – Equity Partner, King Sturge

1997 – Partner in Charge, Bristol, King Sturge

2000 – Joined UK Management Board, King Sturge

2002 – Head of Asset Management and London Managing Partner, King Sturge

2008 – UK Managing Partner, King Sturge (Joined the LLP Board)

2011 – UK Chief Operating Officer and member of UK Board, JLL

2017 – Established JMark Consultants Limited

2017 – Appointed Chairman JLL Retirements Benefits Schemes Trustee Board

2017 – Appointed Non-Executive Director of Begbies Traynor plc and their subsidiary Eddisons

2018 – Appointed Independent Member Investment Committee, Waypoint Government Income Fund

2019 – Appointed Non-Executive Chair of Eddisons Commercial (Holdings) Limited

### **Significant Achievements:**

Further to achieving a 2:1 BSc (Hons) in Urban Land Administration, I joined JP Sturge & Sons in Bristol as a Graduate Trainee in October 1984. My formative years included involvement in a wide range of services and sectors which allowed me to qualify as an Associate of the RICS in 1987.

I began to specialise in Investment Agency, but with a focus on more secondary trading assets where we could work with clients through active management to add value. As such, I gained huge experience of property as a business.

Having become a Salaried Partner of JP Sturge in 1990, the partnership merged with King & Co in 1992 to create a new partnership called King Sturge & Co. I had already been active at this point in developing a niche in acting for banks and insolvency practitioners, which had led me to accept several LPA Receiverships. This increased after the merger alongside my investment activities, further adding to my skills and experience.

In 1995 I was invited to join the Equity Partnership of King Sturge, one of the first group of post-merger EPs. Shortly after this appointment, I moved to head up the Bristol Property Management business which needed new leadership and business strategy.

I have always believed that people should be prepared for changes of direction in their career to ensure that they are fresh and challenged. In many ways this has enhanced the skills and experience that I can now offer to clients in a non-executive capacity.

I was appointed Partner in Charge of the Bristol Office in 1997 and joined the UK Management Board in 2000. I was then asked to move full time to London in 2002 to take responsibility for the national Property Management business which, whilst significant in revenue, was underperforming in terms of profitability. I undertook a thorough review and introduced a new strategy and approach which ultimately led to an increase in margin whilst maintaining a high quality of service and cross-selling across the business.

Alongside my work with Property Management, I had become London Managing Partner which was a prelude to becoming UK Managing Partner in November 2008...just as the credit crisis really hit the property market! I led the UK business through significant restructuring in early 2009 which ensured that the firm was in an extremely strong position as markets picked up.

I was responsible for leading the detailed negotiations with JLL and the presentation of the deal to the Equity Partnership. This was a highly intensive period but, by common consent, the merger was very successful for all stakeholders. I joined JLL on the new UK Board and shortly afterwards became COO with direct responsibility for the integration of the 2 businesses in the UK.

In 2016, I decided that I needed a new challenge, and decided to step down from the business and establish my own consultancy business with another senior colleague, focusing on providing strategic business advice and coaching/mentoring (with a focus on Emotional Intelligence) to professional services businesses.

#### **External Appointments and Awards:**

##### **Past**

- Served on RICS Insolvency Skills Panel
- Founding Director of NARA (Non-Administrative Receivers Association)
- President of NARA for 2 years
- Served on Board of Governors, Downs School Wraxall
- President of Bristol Property Agents Association
- RICS Fixed Charge Receiver

##### **Current**

- Chairman of Trustees, JLL Foundation
- Chairman of JLL Pension Trustee Board
- Director of Lochindaal Ventures Limited and Bergamot Ventures Limited
- Supervisory Board Member of Warwick Street LLPs
- Non-Executive Director of Begbies Traynor plc and Eddisons (Chair)
- Investment Committee of Waypoint Government Income Fund

#### **Mergers, Acquisitions and Integration:**

During my time at King Sturge and JLL, led the negotiations in a number of acquisitions/mergers and in many cases the ensuing integration. The key transactions were:

- Acquisition of Edward Son & Kenyon by King Sturge (1999)
- Acquisition of Leslie Furness by King Sturge (2008)
- Acquisition of Hamilton Glen by King Sturge (2008)
- Merger of King Sturge into Jones Lang LaSalle (2011)
- Acquisition of WA Ellis by JLL (2014)
- Sale of JLL Plant & Machinery business to Edward Symmons (2014)
- Acquisition of Integral by JLL (2016)