

• A PRIVATE RESEARCH BRIEF FOR GARY SARGEANT

Gary, I found 10 Managed Service Providers your team should be talking to.

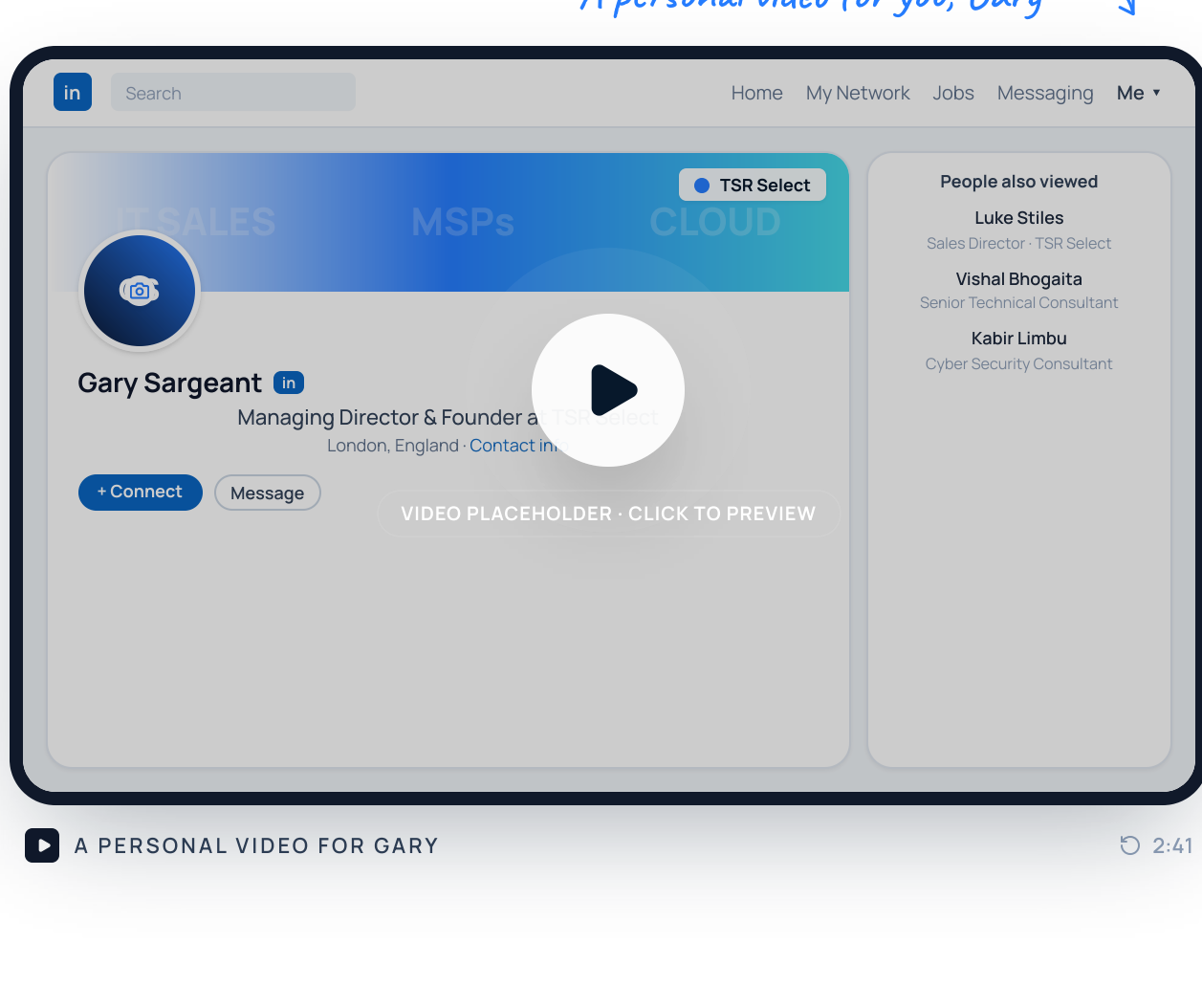
Public hiring signals. Relevant MSP decision-makers.
A practical starting point for new recruitment conversations.

Researched for TSR Select's **Managed Services (MSPs)**, **Cloud Infrastructure**, **Cyber Security**, and **Modern Workplace** markets.

EXPLORE THE 10 OPPORTUNITIES ↓

Download the research pack ↗

10 MSP employer signals • 10 verified decision-makers • research snapshot: 17 Oct 2026



A PERSONAL VIDEO FOR GARY

2:41

10 MSPs researched

10 relevant contact leads

4 specialist IT practices

TSR • TSR SELECT

— GARY SARGEANT • MANAGING DIRECTOR & FOUNDER

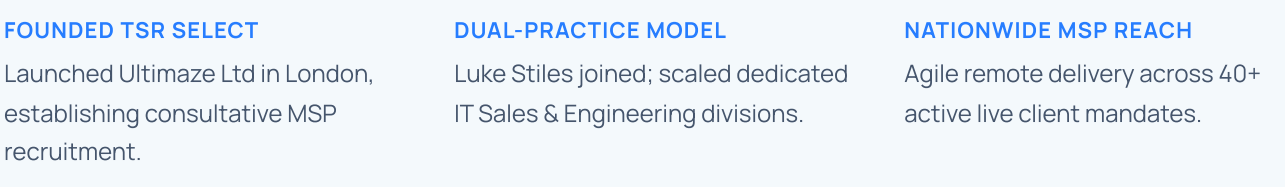
From founding Ultimaze in 2006 to 1,000+ specialist MSP placements.

Gary founded Ultimaze Ltd (trading as TSR Select) in March 2006, bringing senior technology recruitment expertise to the UK Managed Services and IT channel.

Recognizing that generalist agencies struggled with technical MSP workflows and SLA-driven hiring, Gary built two dedicated divisions from the ground up: IT Commercial/Sales and IT Technical & Engineering.

Joined early on by Sales Director Luke Stiles, TSR Select formed multi-year partnerships (spanning 7-9+ years) with mid-market MSP CEOs, Heads of Support, and COOs across London and the UK.

Today, operating a nationwide agile remote footprint powered by smart automation and AI matching, TSR Select delivers senior commercial rainmakers and elite technical engineers on a 100% success-only contingency model.



Building the next chapter of TSR Select's growth.

Gary's profile on TSR Select ↗

— THE FIRST 10 • ALREADY RESEARCHED FOR GARY

Ten hiring signals. A starting point for new conversations.

These companies are hiring across markets connected to TSR Select's specialist recruitment expertise. We've researched the vacancy, identified a relevant contact lead and included the available LinkedIn, email and phone details—so your team has a practical starting point for outreach.

Relevant MSP markets. Relevant people.
A clear reason to talk. ↗

01

MANAGED SERVICES (MSPs)

Intouch Tech
Senior Business Development Manager — Cyber Security, AI Governance, MSP & MSSP Sales
Directly associated with active IT networking and cyber security hiring. Matches Gary Sargeant's specialist MSP sales recruitment coverage and quota-carrying BDM placements.

SK Sam Kennett
IT Networking & Security Sales

View profile ↗

View vacancy ↗

02

CLOUD & INFRASTRUCTURE

OryxAlign
Network Project Engineer - Network Engineering Team Hiring
Publicly posted hiring for the Network Engineering team by Head of Professional Services. Directly aligns with TSR Select's technical engineering placement track record across London and the South East.

AW Adam Weldon-Ming
Head of Professional Services

View profile ↗

View vacancy ↗

03

MANAGED SERVICES (MSPs)

Sharp UK
Account Manager — IT Managed Services & Solutions
Major technology provider expanding regional commercial sales for IT managed services. Aligns directly with TSR Select's 20-year core focus on IT sales talent and managed service account executives.

SC Stuart Carruthers
National Sales Manager

View profile ↗

View vacancy ↗

Find an MSP vacancy or contact... All opportunities Managed Services (MSPs) Cloud & Infrastructure Cyber Security Modern Workplace Showing 10 opportunities

#	COMPANY	ROLE	MARKET	SUGGESTED CONTACT	LINKS
04	Cato Networks	Global Alliance Director — SASE & Cloud Sec...	CYBER SECURITY	Nick Holden Talent Acquisition lead for EMEA & APJ	View vacancy ↗ In
05	Cato Networks	Commercial GTM, SDR & Sales Engineer Hir...	CYBER SECURITY	Jonathan Weir Recruitment / talent acquisition, publicly ...	View vacancy ↗ In
06	NTT DATA UK&I	AI Go-to-Market Lead — Banking, UK&I	MODERN WORKPLACE & AI	Thomas W. Leads Talent Acquisition for UK&I	View vacancy ↗ In
07	NTT DATA	AI .NET Developer & Salesforce Solutions Ar...	CLOUD & INFRASTRUCTURE	Cameron Fryer Talent Acquisition Partner, Data & AI	View vacancy ↗ In
08	Equifax UK	Business Development Manager — Fraud & L...	MODERN WORKPLACE & AI	Neil Forrest Head of Product Focused Sales & Consul...	View vacancy ↗ In
09	Reliance High-Tech	Business Development Manager — Security ...	CYBER SECURITY	Alistair Enser Senior C-level business leader	View vacancy ↗ In
10	TSG (Technology Services Group)	Account Manager — Cloud, Cyber & AI-Led ...	MANAGED SERVICES (MSPs)	Dave Mackay Chief Commercial Officer	View vacancy ↗ In

THE COMPLETE RESEARCH PACK

10 MSP employer opportunities. 10 suggested contact leads.
One working file.
Vacancy links, LinkedIn profiles, verified email and phone details, relevance notes and contact-verification flags.

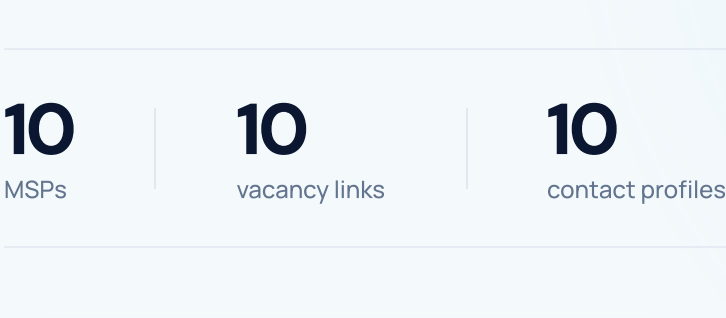
Download full research pack ↗

Prospecting opportunities to qualify—not guaranteed clients or confirmed mandates.

— THE RESEARCH PACK

Ten opportunities. The people to start with.

Ten Managed Service Providers hiring across markets TSR Select knows intimately. Each opportunity comes with a vacancy link, a verified decision-maker profile and direct email and phone intelligence—brought together for Luke, Vish, and your team.



DOWNLOAD FULL RESEARCH PACK

Explore the 10 opportunities ↗

JH James Healey
COO - Air IT
james.healey@airit.co.uk
+44 115 880 0044

10 opportunities

COMPANY	ROLE	CONTACT	LINKS
Air IT	Senior BDM UK	JH James Healey COO	In
Nodes4	Cloud Architect Enterprise	PT Paul Thomas Cloud Head	In

— THE OUTREACH, IN PRACTICE

A relevant reason to start a conversation.

One hiring signal. Thoughtful outreach. Follow-up that keeps the opportunity moving.
Here's how this could work for TSR Select, using Air IT's UK Senior Business Development Manager vacancy as an example.

Email WhatsApp Call plan Personalised page CRM

New message Draft

FROM TSR Select - IT Sales & MSP Recruitment

TO James Healey

SUBJECT Air IT's UK Senior Business Development Manager search

Hi James,

I noticed Air IT is expanding its commercial team with a Senior Business Development Manager search in the UK.

TSR Select has placed quota-carrying sales leaders and cloud project engineers exclusively into UK Managed Service Providers and IT VARs for over 18 years.

Are you managing this search internally, or would confidential access to vetted MSP sales reps with existing £500k+ recurring revenue books be useful to review?

If helpful, we could arrange a short conversation with Luke Stiles (Sales Director) or myself to discuss candidate availability.

Best regards,
Gary Sargeant
Managing Director - TSR Select (Ultimaze Ltd)

B I G L

Send

Example workflow - not sent

CONTEXT

THE SIGNAL
Senior Business Development Manager - UK
Commercial expansion hire at a leading mid-market Managed Service Provider.

WHY IT FITS
Managed Services (MSPs)
Directly matches Luke Stiles' 17-year MSP commercial placement desk.

NEXT STEP
Qualify search ownership
Understand if internal recruitment is hitting roadblocks sourcing quota-carrying IT sales reps.

KEY CONTACT
James Healey
Chief Operating Officer - Air IT
View LinkedIn profile ↗

View vacancy ↗

Not another batch email. A reason to talk—and a system that keeps the conversation moving.

Research, personalised outreach, follow-up and CRM tracking—working together around TSR Select's specialist recruitment markets.

— PROGRAMME CAPACITY

The capacity to keep your pipeline moving.

A coordinated outbound engine across phone calls, verified emails, WhatsApp, and personalised landing pages for TSR Select.

3,000+ Calls per month	100,000+ Emails per month	8,000+ Personalised landing pages per month	1,000+ WhatsApp messages per month	5+ SDR options to match Luke & Vish
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Built to support consistent, multi-channel prospecting for TSR Select.

PLAN THE PILOT →

— LET'S TALK ABOUT TSR SELECT'S NEXT GROWTH PHASE

Gary, let's turn these 10 opportunities into a repeatable client pipeline.

You've built an incredible 18-year track record and over 1,000 placements across the UK MSP ecosystem. The next step is a 30-minute strategy session to map your priority MSP targets and deploy a dedicated outbound acquisition pilot for Luke, Vish, and Kabir.

LET'S EXECUTE THIS →

Focused on your MSP markets, growth priorities and a practical pilot.

Review the 10-opportunity MSP research pack ↗

Prepared personally for Gary Sargeant by Scalicorn.

YOUR 30-MINUTE WORKING SESSION

Leave with a clear next step.

- Priority MSP market**
Focus on fast-growing PE-backed MSPs, Cloud Azure practices, or Cyber SOC providers.
- Pilot plan**
Outline 1,500 targeted phone calls + personalised microsites built for 200 target MSP CEOs.
- Success measures**
Target securing 3-5 new client instructions or exclusive contingency searches in 60 days.

Built around TSR Select. Not a generic agency demo.

TSR • TSR SELECT

Private prospecting research prepared for Gary Sargeant, Managing Director, TSR Select (Ultimaze Ltd).

Prepared by Scalicorn — signal-led prospect research and full-funnel outbound for recruitment consultancies.

TSR Select Website ↗

Our Team ↗

Gary on LinkedIn ↗

Private research brief prepared by Scalicorn for Gary Sargeant at TSR Select.