

Atlantic Executive Search

Executive Search:
Across Sector

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Introduction

- More 25 years industry knowledge within Executive Search – Financial Markets & Technology
- Atlantic Executive work with a broad range of clients including Tier One Search firms, entrepreneurial Start ups, niche Boutique firms and Multinational Agencies across sector
- Recruiting from junior grads through to director/partner level
- Our extensive network gives us an unparalleled overview of the executive search and contingency market
- Dedicated team assignment to your company, consisting of a researcher and consultant with relevant industry knowledge
- Competitive fee and guarantee period for piece of mind
- Step by step update throughout the process from job spec to offer

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Market Research

- Understanding the Market
- Major Players
- Target Company list
- Company information: remuneration package, takeover talks, staff turnover, company stability, growth / downsizing plans
- Additional companies found in market search

Understanding the brief

- Comprehensive job specification
- Understanding and agreeing on spec
- Realistic requirements from both parties
- Qualifying timescales
- Client background
- Client USP's
- Career progression
- Future plans

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Search methodologies

- Working to set timescales agreed in principle
- Executive search
- Retained assignments
- Managed advertising campaign, internet and press, LinkedIn various other professional networking sites

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Mapping the Market

- Direct competitors
- Understanding the clients vertical market
- Short list of agreed companies to target
- Network / Referral / Headhunt
- Qualify and present opportunity to candidate
- Interview candidates and submit the most qualified to short list

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Candidate short list

- Short list presented within the agreed timescales
- Include pre-qualified candidates suitable to agreed spec
- Typical list varies from 5 to 10 candidates depending on brief & seniority
- Availability, notice period, salary expectations, additional information taken from brief

Offer accept

- Candidate closed on salary expectations
- Contract negotiations
- Start date agreed

Additional Services

- Managed advertising campaign
- Team moves – National & International
- Mergers & Acquisitions
- Market Trend Analysis
- Salary and commission benchmarking

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Atlantic USPs

- More than 25 years Market insight
- Unparallel Networking possibilities
- Tried & tested Headhunting methodologies
- 100% completion on all retained searches

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Atlantic Contacts

- Simon Healy; Managing Director – Covering senior to partner level search appointments

Contact Simon direct: 020 7569 8785 mob: 07960 635 012 or email:

simon.healy@atlanticexecutive.com

- Steven Hyde; Associate Director – Covering mid to senior appointments across contingency and search

Contact Steven direct: 020 7569 8798 mob: 07595 945 069 or email:

steven.hyde@atlanticexecutive.com

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