



Partner to Partner

The Client

A 50-person private equity backed boutique executive search firm headquartered in London. Listed and PE-Backed client focus across Consumer and Professional, Business and Financial Services working at Board, C-suite and C minus one level.

The Challenge

To hire a Partner to lead a new People & Culture practice. The Partner needed to have the track record and credibility for sector focused peers to be happy for them to take responsibility for all People / HR searches. The firm needed to attract someone to build a new practice in a highly competitive market.

The Solution

We sought Partners / Associate Partners who were not currently the lead for their current firm's HR / People practice. The ability to lead and grow their practice would therefore motivate them to join a firm without an established brand in the HR search market.

The key to the assessment was ensuring that the Partner could be self-sufficient in origination while also having the ability to build and maintain strong internal working relationships.

The Result

A successful Partner to Partner hire, where the candidate was exploring options in the market, but had yet to be offered the chance to lead their own practice.