



**IMD**

**INTERNATIONAL SEARCH GROUP**

# Letter From the President

***Insightful, Innovative and Focused.*** These, along with a strong passion for delivering on our clients' most challenging talent requirements, are the qualities that define IMD consultants. Our global practice has served clients for 37 years in nearly every industry sector, delivering a truly unique process that brings world-class talent to their team, and enabling them to transform their organizations.

Hiring new leaders is one of the most difficult tasks a leader faces. The demand for top talent has never been greater and organizations today, regardless of industry or location, seek experienced, credible leaders with the vision and skills to design winning strategies and motivate others.

Done right, new blood will infuse the organization with imagination, power, motivation, and promise. Many organizations today recognize the need to reevaluate their traditional approach towards attracting the leaders of today and tomorrow. Now, more than ever, a highly talented senior leadership team, with a broad spectrum of diversity in terms of thought, experience and perspective, is a prerequisite for sustainability and long-term success in a changing, global marketplace. These organizations know that to find, assess, attract and retain the best and brightest requires a true partnership with a trusted outside advisor.

IMD is a trusted advisor. We place quality at the center of everything we do and deliver effective solutions with hands-on experience in the markets we serve. You will find our consultants to possess extensive backgrounds, with deep expertise and knowledge in a broad cross-section of industries, sectors and functional areas across the globe. As a result, organizations worldwide turn to IMD International Search Group for guidance when making critical human resource decisions. Together we can create enduring success for our clients.

***Commitment to Quality...Speed of Execution...Transparency of Process***



**Albert Hiribarrondo, Sirca**  
**Board President, IMD International Search Group**

# About IMD



**Founded in 1972**

**13th Largest Retained Search Firm in the World\***

**24 Countries**

**150 Consultants**

**Over 40 Offices Around the Globe**

# Values



**Honesty & Integrity**

**Professionalism & Quality**

**Excellence & Commitment to Deliver**

**Teamwork & Knowledge Sharing**

**Entrepreneurial & Fun**

# Mission


**Our Mission is to be:**

























- **The Global Search Provider of Choice for International Clients**
- **One of the Most Respected Search Organizations in the World**

**And to Provide:**

- **Clients with Unparalleled Service in Global Talent Resourcing**
- **Partners with Vehicle to Develop Business in International Markets**

# Current Members



 Austria	 Japan
 Belgium	 S. Korea
 Brazil	 Mexico
 Canada	 Netherlands
 Czech Republic	 Norway
 Denmark	 Poland
 Finland	 Spain
 France	 Sweden
 Germany	 Switzerland
 Hungary	 Turkey
 India	 United Kingdom
 Italy	 United States

# Other Geographical Areas Covered



- **IMD International Search Group can provide executive search services in a broader range of countries**
- **In the Middle East : Dubai & Gulf countries, Central Asia...**
- **In Europe : Portugal, Romania, Slovakia, Russia...**

# Primary Industry Sectors



## Consumer

- Advertising & Marketing Services
- Consumer Durables
- Consumer Packaged Goods
- Direct & Interactive Marketing
- Fashion & Luxury Brands
- Food & Beverage
- Hospitality, Leisure & Travel
- Retail & Wholesale

## Financial Services

- Commercial Banking & Brokerage
- Corporate & Investment Banking
- Hedge & Mutual funds
- Insurance
- Mergers & Acquisitions
- Private Banking & Wealth Management
- Private Equity
- Professional Consultancy
- Real Estate

## Life Sciences

- Biotechnology & Biopharma
- Life Science Contract Services
- Medical Devices & Diagnostics
- OTC Products
- Pharmaceutical
- Healthcare Services

## Industrial

- Aerospace & Defence
- Automotive
- Building Products
- Chemicals
- Diversified Manufacturing
- Energy & Utilities
- Engineering & Construction
- Metals & Mining
- Paper & Packaging
- Transportation & Logistics

## Technology, Communications & Media (TCM)

- Communications Infrastructure & Systems
- Computing Systems & Network Technologies
- Convergence and Emerging Technologies
- Digital Media, Broadcast & Entertainment
- IT & Business Services
- Semiconductor, Optical & Electronic Circuitry
- Software
- Teleco Services

# Global Clients



# Benefits to Our Clients



**Global Reach • Local Knowledge • Industry Expertise**

**Local Control - Global Solutions**

**Direct Involvement with Country Experts**

**Deep Expertise in Pan Global Search**

**No Language / Cultural Barriers**

**Minimise Company Resource**

**True Access to Global Database**

# Other Services

**IMD International Search Group is able to either provide directly the following services or to recommend to you a local trustful consulting firm**

**Management Audit**

**HR Audit**

**OD projects**

**Employer of Choice Branding**

**Talent Management**

**Outplacement**

# IMD Member Profile

- Integrity based code of business
- Retained search at Board level
- Fully independent firms
- High profile local brand
- Leading firms in their national domestic markets
- Broad sector expertise
- Client portfolio with international requirements

# Contacts

[www.imdsearch.com](http://www.imdsearch.com)

## Board of Directors

- Albert HIRIBARRONDO, President
- Dr. Peter SUTTER, VP Legal & Finance
- Sherilyn SHACKELL, Europe - Director – Internal Communication
- Thomas J. FULLER, Americas - Director – Marketing & PR
- Gerard KETELAAR, Europe - Director – Business Development
- Dr. Matthias MOHR, Europe - Director – Operational Standards
- Katsusuke YOKOTA, Asia - Director – Membership Development

Allison FOULLOIS, PR Manager

Estelle CARRÈRE, Board Secretary

Media Inquiries: [allison@epsenfuller.com](mailto:allison@epsenfuller.com)

+1 973 387 4905

Membership or Other Questions: [ecarrere@sirca.fr](mailto:ecarrere@sirca.fr)

+33 1 44 55 22 83