



Curran Partners, Inc./ECI Group

New Partner Recruiting

Introduction

Curran Partners, Inc., U.S. member of the global executive recruiting network, ECI Group, is a nineteen-year-old retained executive search firm based in Stamford, Connecticut. We are energetically recruiting new partners as we continue the expansion of the firm and its transition from founder to multi-partner ownership and control. We are very interested in initiating discussions with search professionals who have succeeded in developing business and have client relationships that are a likely source of continuing revenue.

Our goal is to further build a search firm that is a true partnership, with an enjoyable professional atmosphere, dedicated to the highest levels of client service and recruiting excellence, and providing a very attractive financial return to its members. As an indication of our commitment to a true partnership with broadly shared ownership and control, planning is under way to rename the firm. Our intent is to provide it with an identity separate from its founder or any of its members. We plan to launch the new identity as part of the anniversary celebration to mark twenty years in business in 2009.

Company Profile & Outlook

Founded in 1989, the company has recruited successfully in a broad range of industries and professional disciplines. We are a generalist search firm with specialty practice areas primarily reflecting the industry experience of the firm's principals. We have developed a disciplined, comprehensive in-house research capability that has the flexibility to successfully support retained recruiting in all industries and functions. We are dedicated to performing high-quality executive recruiting that leads to client satisfaction and repeat business, and we view excellence in research and execution support as essential to that effort.

The client list posted on our web site, www.curranpartners.com, shows concentration in life sciences, consumer products, and enterprise software, and also includes individual companies in a variety of other sectors. With the recent addition to the company of a partner with senior executive experience in the business-to-business and information sectors, we now are expanding our client base in those areas also. As we grow, there is room to further develop clients in the areas in which we currently have some concentration and also to expand into sectors not presently served. We are committed to maintaining the research and executional infrastructure to properly support the building of client portfolios within our partners' respective specialties.

As the U.S. partner of Eurosearch Consultants International (ECI Group), www.eci-group.net, we operate internationally through a network of 21 offices in major cities in Europe and Asia.

As U.S. partner, we have the opportunity to establish additional offices in the U.S. under the ECI Group umbrella. We are active members of the Association of Executive Search Consultants, www.aesc.org, which provides a forum for the development of standards and practices for retained executive search. Membership allows us to remain current on the profession's issues and trends and also provides a network of contacts that may be useful in organizational development and future U.S. expansion.

Position

We are recruiting a number of individuals to join the company as Partner. A partnership plan is being finalized under which those individuals will participate in the ownership of the company. That plan will be fully developed and available to support discussions with appropriate individuals prior to joining the organization. As partners in the company, the individuals will lead the cultivation and maintenance of client relationships, develop executive search assignments, guide the conduct of those assignments as well as the performance of support staff, and personally engage to a necessary degree in recruiting activities. As partners in the company, the individuals who join us will play a key role in the development and execution of plans for the further development of the firm, to enhance both its share-of-market and the financial return to the partnership.

Candidate Profile

We are interested in meeting individuals who have significant experience in executive recruiting, who have shown professional growth by developing client relationships and search assignments, and have the potential for continued growth in business development. While we are pursuing exploratory discussions with search professionals at different levels of development, we believe the opportunity is especially suitable to individuals who would like to improve their business development platform and gain ready access to a larger field of prospective clients. That profile includes those who now are members of larger firms in which their business development activities are restricted by prior relationships between the firm's other partners and target companies. Because of our size, we have no such limitations. We recruit successfully in several sectors, but are not so deep in any one that there is a significant limitation on further development.

With regard to personal and professional attributes, the individuals should be known as participative team-players with a high degree of interpersonal effectiveness. They should be committed to quality performance, client satisfaction, and be known for thoughtfully considerate and proper treatment of candidates and outside professional contacts.

Compensation

Individual participation in revenue will be at a rate that is at least competitive with the upper ranges of the profession. In addition, equity in the company's ownership will be available under a partnership plan.

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CURRAN PARTNERS, INC.



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