

Executive Recruiter



Guide To Executive Recruiting

Thomas Jacobson



Guide To Executive Recruiting:

Start Your Own Executive Recruiting Service Entrepreneur Press,2007-10-01 When companies go looking for top business talent they hire a headhunter an executive recruiter Executive recruiters are experts at locating star job candidates leaders and managers of a caliber rarely discovered by the usual recruitment sources And because business is growing more competitive each day and becoming more demanding of top flight leadership and decision making skills companies are increasingly turning to executive recruiters to help them find the talent they need to stay competitive This comprehensive guide reveals the strategies used by the best executive search professionals in starting and running their own successful placement services There are more tricks of the trade in this business than in many others and we ll reveal what you really need to know How to network for both client and candidate leads The difference between contingency and retainer fees How to approach prospective candidates Little known characteristics to look for in executive job candidates The latest industry trends and fee information Learn how to find the best talent for hire and make good money doing it **Executive**

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Kennedy's Pocket Guide to Working with Executive Recruiters Kennedy Information,2002 This brand new edition completely revised and updated is packed with the tips advice and know how readers need to maximize career opportunities with executive recruiters *How to Start an Executive Recruiting Service* Entrepreneur Group,2003 **The Complete Guide for Recruiting and Hiring Executives** Thomas Jacobson,2008-05 The Complete Guide for How to Attract Superstars Recruiting Hiring Executives Public Boards make many important decisions but none more important than hiring a chief executive officer Hiring a new executive officer is the most important decision a board will ever make That decision should not be left to chance it takes a great amount of preparation and work to recruit hire and select a new executive officer THE COMPLETE GUIDE FOR RECRUITING AND HIRING EXECUTIVES How to Attract Superstars is a step by step guide on how to

identify attract and hire your next executive officer Thomas Jacobson CEO of McPherson Jacobson L L C has prepared a practical guide on how to identify recruit and hire not just your next executive officer but one who is a superstar In this book he has outlined how to Identify the qualities your board wants in your new executive officer Assess the expectations of your stakeholders Develop appropriate promotional material to attract top candidates Advertise the vacancy to reach the best applicants Actively recruit quality candidates Develop the application procedures Screen candidates and conducting background checks Develop interview procedures appropriate interview questions Establish interview and visitation schedules Establish annual performance objectives for the new executive officer Conduct a six month and one year evaluation of the new executive officer McPherson Jacobson L L C Executive Recruitment and Development was founded in 1991 and is recognized as one of the top executive recruitment firms in the nation Since its inception McPherson Jacobson L L C has assisted hundreds of public boards hire top level executives They have developed a time tested and proven protocol that is outlined in this book If any public board follows the steps outlined in this book they will be able to conduct a successful search of an executive officer

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Approach will benefit job seekers at all levels including new graduates just entering the workforce professionals looking for the next step in their career transitioning military personnel and seasoned executives This book will give you the tools you need to sell your potential to an employer through a series of lessons each packed full of advice techniques and exercises For many professionals following our approach will give you a distinct advantage over the competition *The Guide to Executive Recruiters* Michael Betrus,1997 Like a dating service this edition updated since the initial 1996 one guides all levels of executives to the job recruiters most likely to match their industry and salary requirements To avert perils akin to blind dating a state by state recruiter directory and recruiter index by industry are provided as well as a briefing on strategies for best utilizing both retainer and contingency based search firms Recruiter listings include contact information minimum salary placed and specialty area s but not fees Internet presence or any evaluative data on their placement record nor is the overall success of such corporate headhunters addressed Annotation copyrighted by Book News Inc Portland OR

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