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The summer months have now passed and we took advantage of the holiday season as an opportunity for reflection.

Our industry has suffered along with everyone else - AESC figures state that revenues are down by around 40% year-on-year; several well-known search firms have made at least third of their fee-earners redundant; others have closed all offices outside London. Companies are no doubt making do with fewer people while they wait for the economy to stabilise and revenues to rise. There has been an apparent flood of good people suddenly on the market, through no fault of their own, and new technology such as online candidate databases make it much easier for companies to find them than ever before.

So are headhunters doomed? Beth Cauldwell examines the facts [here](#).

“How’s business?”

This is a question that we are asked more than any other as the type of movement going on at Board level tends to be a good litmus test of how our economy is performing. The short answer is – it depends. We work with companies across the industrial spectrum and no single sector is either suffering more or performing better than any other. We are seeing some evidence of stabilisation, however, and a common view is that the last few

months, while unpleasant, have been useful in some respects – refocusing R&D; taking out excess costs; identifying and rewarding great people – and clear strategies on how to move forward are emerging.

75% of execs are keen to move

Findings from the AESC-backed 2009 BlueSteps Executive Mobility Survey show that, despite the current economic climate, 75% of currently employed executives are likely or very likely to consider a new job opportunity. As the global economy works toward recovery, executive level candidates are open to change and likely to consider new career development opportunities. Read more [here](#).

Industry news

The last few months have seen some interesting events, not least the merger of Whitehead Mann and KornFerry, two of the biggest players in the executive search world. This creates a powerhouse in search, but a considerable challenge for large search businesses is managing a hefty off-limits list and still deliver effective search without compromising integrity.

The AESC is now much more optimistic with many of its members seeing a slow but steady increase in appointments since what the Chairman, Peter Felix, describes as a “financial tsunami”, particularly in the Consumer, Healthcare and Energy sectors, largely reflecting a need to position businesses

to weather the recession and prepare for growth. Read more [here](#).

The SCALA Debate

Beth Cauldwell was guest speaker at the recent SCALA Logistics Debate 2009 on June 18th at Wroxall Abbey, Warwickshire. Beth was joined on the platform by a host of well-known industry leaders and played a big part in sparking a lively, informative debate on issues facing the logistics industry. Read more [here](#).

Only following the rules...

In our latest topical article, Alastair Paton discusses fraud and business management in the context of recent events. Read more [here](#).

“A Suitable Candidate”

Attracting and selecting the right person for a job vacancy can be daunting. Featured in this month's Supply Management, Lucy James explains the process and highlights techniques you can follow to achieve success. Read more [here](#).

Finance Director Survey

Continuing our series on C-level surveys, we asked Finance Directors how they are handling the recession. Our next survey will be focussed on Sales & Marketing. Read more [here](#).

Moving from Supply Chain to CEO/ Managing Director

Following a recent restructuring Richard McEvoy has recently moved into his current role as MD for a £500million business across EMEA. Prior to this as MD for the UK and Ireland, he led double digit sales and profit growth over an intense 18 month period. Read more about his career path [here](#).

JohnsonDiversey is one of the world's largest cleaning companies with annual sales of \$3.2 billion selling across 160 countries. Its brands include many well known names such as Mr Muscle,

Persil and Dove and its customer base includes food service, healthcare, industrial, retailers, food and beverage and hotels.

Interview with Roger Whiteside

David Sneesby talks to Roger Whiteside, acknowledged retail leader and turn-around specialist about his career, the economy and the unparalleled challenges facing the pub sector, in his capacity as the new Managing Director of Punch Taverns Leased Division. Read more [here](#).

Thank you for reading our latest newsletter. We hope that you found it interesting and informative. Whatever your function, as part of our network you are our business and we welcome your thoughts on areas you feel it would be useful to explore.

This newsletter is also available via our website by clicking [here](#).

ingoodcompany@snowdontate.com

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