Integrity, proximity & uncompromising quality





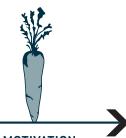
# **Candidate market** External factors







# The candidate



#### **MOTIVATION**

- Change
- New challenges
- Increased responsibility
- Personal development
- Career advancement
- Better location

#### **ACTIONS PERFORMANCE**



#### **MINDSET VALUES**

# **Company** External factors globally and internal factors locally



## PERSONALITY



**KNOWLEDGE PRACTICAL** THEORETICAL



- Change
- New challenges
- Opportunity for an improved salary package

### **DEMOTIVATION**

- Poor chemistry
- · Lack of responsibility,
- Routine tasks
- Limited advancement opportunities
- Dissatisfaction with salary package
- Unfavourable location

# **MOTIVATION**

- Increased responsibility Personal development
- Career advancement
- Better location

- challenges and development

# PERSONAL CHARACTERISTICS • UPBRINGING GENES **ENVIRONMENT**

#### NATIONAL / INTERNATIONAL

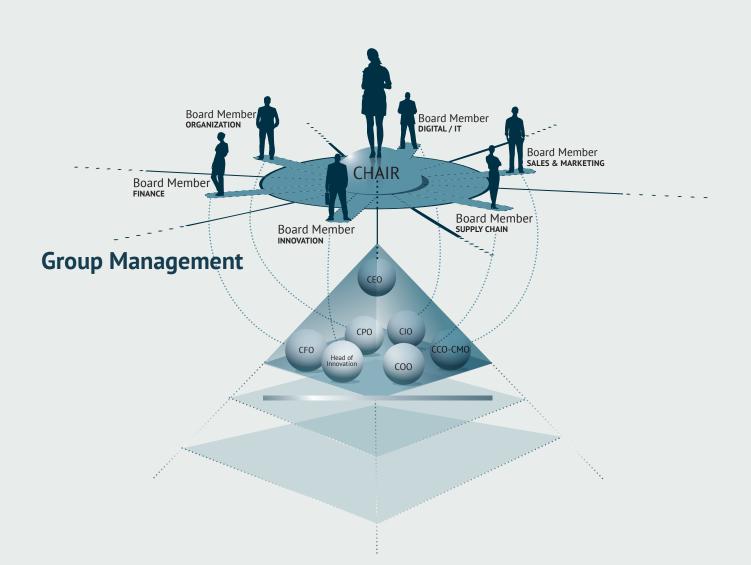
# **EXTERNAL FACTORS**

- Market
- Market position
- Customers / consumers
- Image
- Suppliers
- Competitors

## **INTERNAL FACTORS**

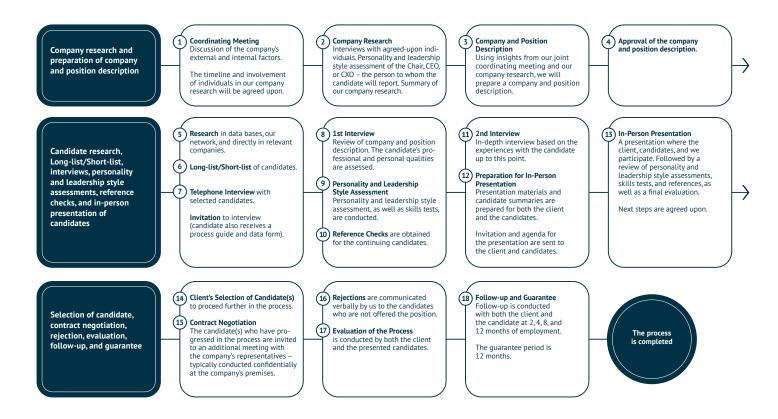
- Ownership structure
- Economic situation • Products / services
- Physical facilities
- Geographic location
- Production capacity
- Tools / software
- Organization
- National / international
- Culture / values
- Departments / positions
- Employees

# Board Diversity Organization Organization Organization Organization Organization Sales & Markering Supply Chain Supply Chain Supply Chain



# **Executive Search**

# CEOs, CXOs and Senior Managers



# **Executive Search**

# Chairs and Board Members

