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Russian market expert's arrival boosts growing international division

The rapid growth of (*Leeds/Manchester/UK*) executive search partnership Hitchenor Wakeford's international division has been boosted by the arrival of a specialist in the Russian market.

Associate Consultant Tom Guy joins from Michael Page plc, where he spent two years based in Moscow as a board member and head of the financial services division.

He is the latest multi-lingual addition to the Hitchenor Wakeford International team, which boasts experienced international consultants and researchers fluent in Russian, German, Italian, French, Spanish and Dutch.

Tom will work closely with Hitchenor Wakeford MD John Wakeford, further developing the international business in emerging markets in Eastern Europe and Russia.

Hitchenor Wakeford International's turnover has doubled in the past year. Recent assignments include placing FDs for a FTSE 250 financial services plc in Central America and Russia, a Business Development Manager for Eastern Europe for a private equity health research multinational, and a CFO and Head of Northern Europe for a global sportswear brand.

MD John Wakeford explained what he believed was behind the growth: "The feedback we have from clients is that as international businesses they have been let down by the calibre of candidates being presented by global and locally based search firms for key appointments.

"Tom's experience in the Russian market backs this up. We have demonstrated with a series of highly successful appointments in North and Central America, Eastern and Central Europe and Russia that a UK-based executive search firm with good international contacts and internet-savvy, multi-lingual researchers networking internationally delivers the best candidates for our

clients.”

Tom Guy said: “If you are a global company looking to recruit to a board level position in Eastern Europe, you don’t want a ‘faceless’ headhunter conducting the search entirely from an office in New York or London.

“You equally don’t want a locally sourced consultant in their early 20s who, while they are on the ground, speak the language and understand the culture of that country, have relatively little experience of executive search and lack maturity and credibility.

“A lot of senior managers in emerging markets are UK ex-pats and like to deal with experienced UK executive search consultants. We will conduct international assignments by undertaking research from our UK offices *and* going abroad to meet clients and candidates face to face.”

The current UK economy is also making international opportunities for UK-based executives increasingly attractive, with the opportunity to move both sector and to another international market – another benefit of using a UK executive search firm, according to John Wakeford: “We are finding a growing number of highly talented UK-based executives are thinking in terms of a move abroad ‘why not try it?’”

Tom Guy added: “I’m very excited by the opportunities – the international markets are out there for us to further develop abroad what is a well known brand in the UK. It’s a very, very interesting growth curve.”

- **A photo of Tom Guy is attached. For more information, contact Chris Jennings at Cian creative pr at chris@cian-pr.co.uk or on 0191 340 8422 or 07954 157939.**