Search Consultants Confident of Growing Executive Demand

Mid-Year Search Industry Outlook Reveals China, India and Brazil Expected to See Greatest Shortage of Talent

The mid-year executive search industry outlook is positive according to the majority of consultants, with confidence rising 11% from the start of 2010. The findings reveal that 67% of search consultants expect to see revenue growth in the second half of the year, while 27% predict revenues will stay the same. In total, 94% are confident that they will see no decrease in demand for the remainder of the year. Nearly half the respondents plan to hire more consultants in the second half of the year, while 43% plan to maintain the same number of consultants.

China, India and Brazil are expected to see the greatest scarcity of talent in the latter half of 2010. Functions continuing to see the greatest talent shortage are Chief Executive, Chief Operating Officers and General Managers.

AESC President, Peter Felix, commented, “The latest results are indicative of an industry regaining strength following the downturn. Client organizations are beginning to think more strategically and are working with our member search firms to draw senior executive sourcing plans for the future. Once again there is talk of a talent shortage in certain industries and functions, even though unemployment levels remain high. This is encouraging for candidates, and our executive search consultants report that candidates are increasingly willing to consider career moves (from 21% in 2009 to 45% in 2010) despite concerns about market instability and the state of the economy.”

Healthcare/Life Sciences and Energy/Natural Resources are reported to be the strongest two sectors at the mid-year point and are expected to see the most growth in the second half of 2010, followed closely by the Industrial and Financial Services sectors.

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The Fuqua School of Business and BlueSteps.com, the exclusive career management service of the AESC, have partnered to provide you with a direct link to over 6,000 of the world’s leading executive search consultants, alongside career resources and industry information. As a Fuqua student or alumni, you are entitled to an exclusive discount of 30% on BlueSteps Membership. Visit us at www.BlueSteps.com/Partners/Fuqua.aspx and enter Partner Code ‘FUa6xc’ during the final stage of registration, and the membership price will reflect this special offer.
Executive Search Industry Outlook – July to December 2010

Positive outlook grows 11% at the mid-year point following steady improvements in confidence

Executive Search Industry Outlook: December 2008 - May 2010

Executive Talent – July to December 2010

Majority of executive search consultants believe China, India and Brazil will see the greatest shortage of executive talent in July to December this year

Markets expected to see the greatest shortage of talent in the second half of 2010 *

* Respondents asked to select top three choices
Executive Talent – July to December 2010

General Management/CEO/COO functions to see the greatest scarcity of talent
- Business Development, Board of Directors and Engineering will also witness a talent shortage in late 2010, according to AESC member search consultants

Functions expected to see a scarcity of talent in the second half of 2010 *

Senior Executive Mobility – July to December 2010

Executive search consultants report that candidates are increasingly willing to consider career moves, from 21% in 2009 to 45% in 2010

How willing are senior executives to make a career move now, as compared to one year ago?

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