



Executive search that **delivers**

The future of executive search. Today



Why we exist

Atara Partners was born out of the desire to move away from the deficiencies surrounding the outdated way executive search is carried out. Away from the limited database, away from the concept that you can't be a good headhunter until you've been around for 25 years, away from promising clients one thing and giving them something else entirely.

How about networking on a global scale with high-level industry executives? What about building actively engaged C-Level communities and then actually engaging with them? What about enriching our clients and their leadership teams by helping them gain knowledge, contacts and interact with other leaders, as well as providing them world-leading talent?

Atara Partners unique community approach is on a mission to transform the executive search industry. We're partnering with our clients, building lasting relationships, aiding in the development of their leadership teams and delivering the highest quality executive search at a pace befitting of the technology sector. We are fully committed to helping our clients build their teams with a focus on diversity and ensuring this crucial factor is not overlooked. In fact, this is the starting point for all our searches when taking our initial briefings and is of paramount importance to everyone within the team.



Our support

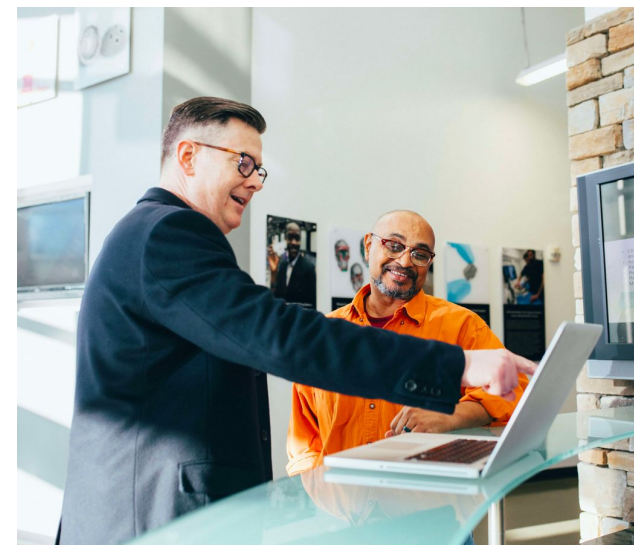
We invite our clients' leadership team into a peer-2-peer global community, through our exclusive partnership with the C-Level thought leadership platform HotTopics.ht.

We also have personal connections with executive coaches who can help you level up.



Our network

We have built the most engaged community for the technology industry, consisting of the World's most talented executives; not just a database. We're also able to call upon the networks of our partners, NBCC, DKUK, Tech Talent Charter and Ezekia/NAL.



Your results

Our community-driven executive search approach, wider network and constant engagement with the technology industry, means we deliver the most talented and culture-fit ready executives for our clients, time and time again.



Clients

Our clients are at the heart of everything we do and we're proud to be partnering with some of the most exciting tech companies in the world at the moment.



Testimonials

See what other people have to say about our company



"The Atara team supported our search for a Global Head of Sales for one of our two business units. Industry experience, proven leadership, and location proximity to the team were all critical factors. We were able to quickly get a compelling set of candidates which led to a very efficient hire."

Giles Whiting

COO, Forsta



"They are extraordinary partners in helping you find great people to add to your team."

Adrian Valeriano

Senior Vice President & MD EMEA -
Lightspeed



"The early litmus test was to understand Rob's nous on both retrospective and forward looking growth outside of what the business was looking for in a new candidate. This was evident early and bred confidence into the overall process."

Roy Jugessur

EVP EMEA & APAC, Thunderhead

Approach to search

Our approach to hiring is to utilise our collective US and European networks and communities of technology leaders and investors, along with drawing insight from the best executives globally through HotTopics.ht. With access to over 100,000 executives including more than 15,000 C-level executives and with over 1,500 active investors within these communities, we are in prime position to source, reference and attract the very best talent for our clients.

Additionally, we work at pace in the form of sprints, always with the mindset that time is the perennial killer of recruitment drives. Our partnership approach ensures that as well as building our search strategy with our clients, all stakeholders are engaged at all stages of the process. We believe this is essential for providing the best service possible for our clients.

Strategy

Using our initial calibration exercise as a guide, we work together to define exactly the type of candidate we should be prioritising and agreeing the research strategy.

Communication

What channels do you use? WhatsApp Slack? Google Sheets? We identify which channels you use and we integrate with you. We won't complicate this with long emails, clunky databases and slow responses.

Process

We are focused on quality and agility. As soon as we interact and qualify top talent, we introduce them to you, and get them in to your process. It's a competitive market right now and we need to be move quickly, we are here to enable you.

Meet our team



Jody Saunders
CEO & Co-founder

As the CEO & co-founder of Atara Partners, Jody is on a mission to disrupt the sector and improve the reputation of the executive search industry.

As a former COO of a leading technology executive search company with 15 years of experience, he has a clear understanding of exactly what needs to be done.



Robert Taylor
Partner & Co-founder

A co-founder of Atara Partners, Robert has built a reputation for delivering executive search for some of the fastest-growing privately and publicly owned companies.

Robert's passion is partnering with clients throughout their journey to deliver competitive advantage and fulfil clients' business goals.



Ellie Glover
Senior Principal

With nearly 10 years' experience in the Tech Executive Search field, Ellie has developed specialist experience across the entire C-Suite and with trusted Venture Capital Partners.

Ellie has built lasting professional relationships across her entire career by injecting her unique passion and personality into every conversation.



Orion van Ravesteyn
Associate

Orion has completed her studies in recruitment law, HR recruitment and selection processes. Orion is a highly motivated and dedicated member of the team who is driven to innovate ways to serve our stakeholders. With a passion for recruitment, she aims to assist Atara in developing robust strategies and build long-term relationships. In her spare time, Orion is an art enthusiast and has a great love for reading.

Meet our team cont.



Anya Breen
Principal

Anya has extensive experience delivering executive, C-suite and board level positions for fast growing tech companies across a range of sectors.

She is passionate about the global impact of technological innovation and believes the fundamental driving force behind any company's success is its talent.



Chris Osadebay
Associate

Chris has joined Atara Partners as an Associate with a passion for Technology and Research. With an MBA in Political Economy, Chris has a deep interest in the way organisations operate and interact within the global economy and has a desire to work closely with some of the fastest growing Tech companies in the World to help effect change.



Sheetal Mehta Walsh
Advisory Partner

Sheetal has 25 years of experience as a global founder, investor and board member. She is especially passionate about technology that positively delivers and affects global communities.

Currently Sheetal serves as Chief Strategy Officer for the Government of Alberta focused on Innovation in the tech sector.



Philip Randerson
Chairman

Philip is a serial entrepreneur and former CEO & Founder of a number of leading technology executive search firms.

Today he is the Founder & CEO of HotTopics.ht the thought leadership platform that connects a global community of 15K C-Level executives through content and events.

He also sits on the board of a number of companies including tech start-ups.

Partnerships

As a part of our community approach, our partnerships are an integral part in the work we do everyday.



Hot Topics

The Leading C-suite Community. Through their global community, world leading organisations, inspirational industry experts and aspiring business leaders, Hot Topics create meaningful connections and share industry insight to set the agenda for business on a global scale and believe in the power of community, to create better leaders for a better tomorrow.



Tech Talent Charter

Atara is proud to be one off 700+ signatories of government-supported and industry-led group, Tech Talent Charter. TTC aims to grow talent and increase DEI in the tech industry at all levels.



NBCC

The Norwegian-British Chamber of Commerce (NBCC) is an independent non-profit organisation connecting companies across Norway and the UK. Their mission is to promote trade relations and investment between these business communities, while also offering networking opportunities to its members.

Partnerships



Danish-UK Association

The DKUK is a well-established community focused on connecting people, knowledge sharing, and increasing their member's visibility. This is done with a variety of social, cultural and business focussed events and keeping everyone connected through the sharing of news, offers and announcements.



Ezekia

Ezekia provides business development tracking tools, manages assignments and potential candidates. Their tailored executive search platform, provides one touch, seamless client and candidate interaction.

Transparent Fees

Our approach to fees is the same as our approach to our searches; honest, transparent and upfront. For too long, executive search firms have been operating a one-size-fits-all, third of package as a percentage, regardless of role or client pricing model.

There is no empathy for the client, in fact, in many instances, the goal is simply to charge as much as possible.

Atara Partners do not use a percentage of package approach. We want you to know how much your recruitment will cost you so you can budget for it and be sure you're getting value for your spend. We agree an upfront fixed fee model with our clients, because we want you to be fully confident that the process we undertake, is entirely unbiased towards any particular candidate.

We want you to appoint the right candidate, that is not always the most expensive candidate, so quite simply, our approach to fees reflects this.

Our fees guarantee our integrity, one less thing for you to worry about, as well as meaning there are no nasty surprises waiting in your final invoice.



let's work together

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