



Jennings Executive Search Firm Overview

Boutique recruitment firm leading the market in pricing placements with expertise in diverse functional areas



JON JENNINGS

Founder / Managing Partner

- Oversees all aspects of the JES business
- Over 500 placements in analytical and operational oriented roles



RYAN WALTER

Partner

- Leads the Pricing practice
- 15+ years experience leading pricing across verticals in both industry and consulting



BRIAN GELFAND

Partner

- Leads the Accounting Advisory and Office of the CFO practice
- CPA and former Deloitte & Touche Auditor



DAN WILKINSON

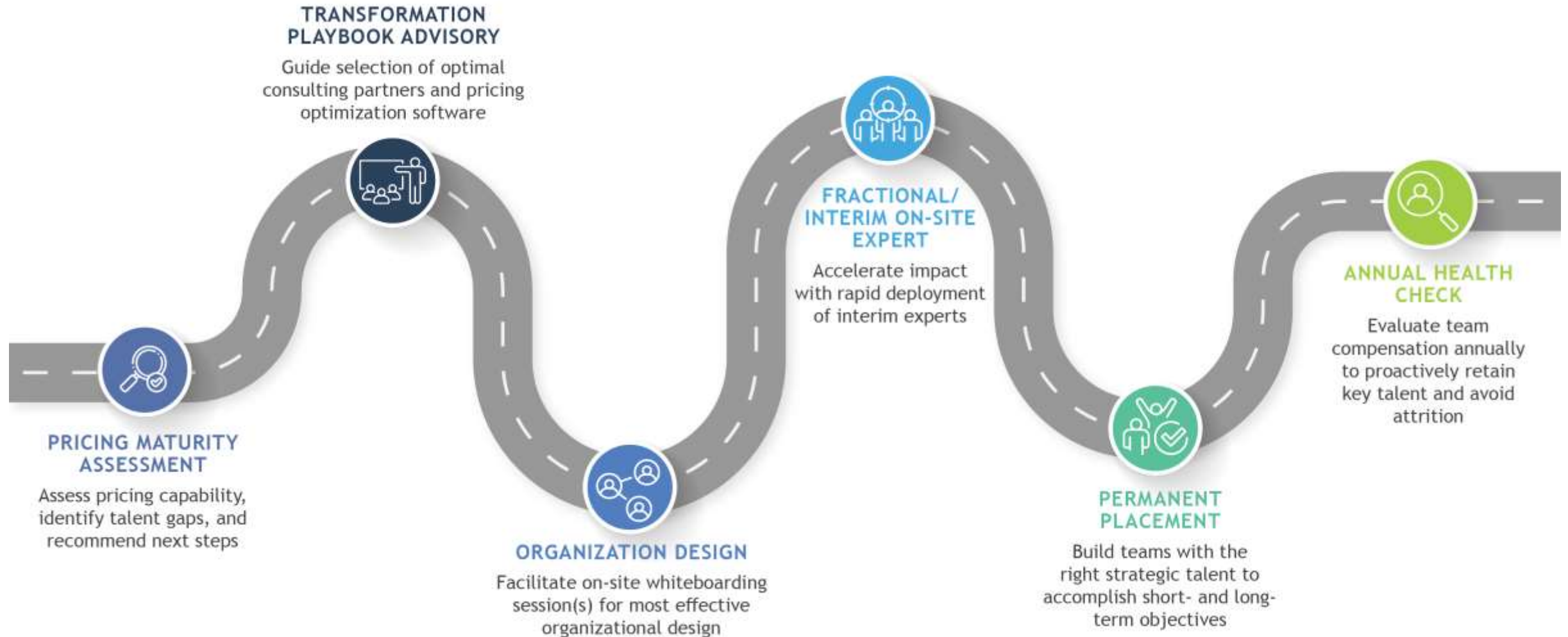
Partner

- Leads candidate delivery
- Nearly 20 years at Delta Air Lines in leadership roles in Finance, Pricing and Commercial Strategy

The JES team has over 100 years of experience as practitioners across industries and disciplines



Our process is designed to support our clients throughout their pricing journey



We optimize our client's experience by maximizing candidate impact and minimizing time investment



Recruitment metrics that drive real business impacts



Speed

First candidate
slate delivered
within 10 days
on average



Quality

A candidate from
our first slate
receives an offer
85% of the time



Stability

98% of
placements
remain in role
after one year

These metrics position us to consistently deliver superior client value

Organizations of all sizes have trusted us to deliver them the top pricing talent that general recruitment companies simply couldn't provide ¹

Pricing

- **VP of Global Pricing** - \$20B publicly traded manufacturer
- **VP of Pricing Strategy** - \$7B building products manufacturer
- **VP of Pricing and Commercial Finance** - \$2B PE-backed industrial manufacturer
- **VP of Pricing and Revenue Growth Management** - \$5B wholesale distributor
- **Head of Pricing** - Pre-IPO SaaS in Bay Area
- **Sr. Director of Pricing** - \$5B PE-backed health technology and services company
- **Sr. Director of Pricing** - \$2B PE-backed industrial manufacturer
- **Sr. Director of Pricing** - \$800M PE-backed building products Manufacturer
- **Director of Pricing** - over a ~\$50B segment at a \$150B+ publicly traded retailer
- **Director of Pricing Strategy** - \$10B semiconductor manufacturer

Finance

- **Chief Financial Officer** - \$120M PE-backed manufacturer
- **Chief Financial Officer** - PE-backed home services roll-up
- **Divisional CFO** - \$500M PE-backed technology manufacturer
- **SVP of Finance** - \$300M real estate service business
- **VP of FP&A** - \$2B industrial manufacturer
- **VP, Controller** - PE backed service roll-up
- **Head of Finance** - \$100M private manufacturer
- **Sr. Director of Finance and Analytics** - \$500M PE-backed technology manufacturer
- **Sr. Director of FP&A** - \$200M PE backed software
- **Controller, Distribution** - \$500M PE-backed gaming distributor

Other Functions

- **Chief Commercial Officer** - Design/Communications Firm
- **Chief Technology Officer** - Fortune 500 distribution and retail
- **Head of Sales** - PE-backed mining company
- **VP of Risk** - Top 25 private equity firm
- **VP of Data Science & AI** - Financial services
- **VP of HR** - PE-backed cloud software
- **VP of Business Applications** - Fortune 500 distribution and retail
- **Director of AI Engineering** - PE-backed SaaS
- **Director of Sales Operations** - \$500M PE-backed distributor
- **Chief of Staff** - VC-backed manufacturer

Our past clients testify to our capabilities and partnership

High-Growth PE-backed Manufacturer - Various Roles

“Since 2021, Brian and his team at Jennings Executive Search have been my go-to recruiting firm, successfully filling ten key roles with exceptional talent. Every experience with them has exceeded my expectations. Most recently, we engaged both Jennings Executive Search and Korn Ferry for a Director of Sales & Marketing search. By the time Korn Ferry had presented their first batch of resumes, Brian and his team had already identified top candidates, facilitated interviews, and we had extended an offer to our ideal hire.

What sets Jennings Executive Search apart is their ability to work with remarkable efficiency without ever compromising quality. They go beyond matching skill sets—they take the time to truly understand the role, the company culture, and the dynamics of the team. Their tailored approach ensures not just a great hire, but the right hire.

Simply put, Jennings Executive Search is a best-in-class recruiting firm, led by some of the most skilled and dedicated recruiters I’ve had the privilege of working with throughout my career. I highly recommend them to any organization seeking top-tier talent and a seamless hiring experience.”

-CFO

\$2B PE-backed Manufacturer - VP Pricing

“..the single strongest senior pricing candidate I have interviewed over the last 5+ years - so strong I would extend an offer immediately.”

-Executive Advisor - Pricing, Top 10 Private Equity

\$4B PE-backed Distributor - Head of Revenue Growth

“JES was amazing during the entire search process. From the intake session through acceptance of our offer, every step went smoothly and was very efficient.

They provided top notch candidates, all of whomwere well informed ... and we made an offer (which was accepted 😊) within 6 weeks of the search launch.

Unprecedented result in all my years of executive searches. I would highly recommend Jennings Executive Search!”

-Chief People Officer