



# Executive Search Pitching

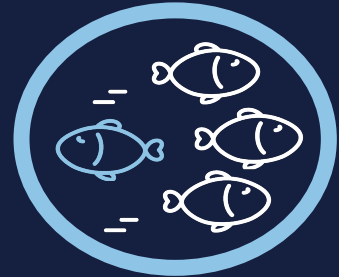
## Pitch Fundamentals



What's the Most  
Compelling Narrative



Play to Fast Forward  
Strengths



Every Pitch Will be  
Different



## Role Definition

1. To show the client you understand their company, their trajectory and the current challenge
2. To define the problem as clearly as possible to ensure there is alignment on what needs to be solved and what skill set will solve that problem

## Concept Candidates

1

Showing the client that you  
understand the assignment

1

Showcasing your network



2

Gaining clarity on their  
perspective

4

Expanding the candidates pool with  
alternative ideas



## Our Process

This part of the pitch is all about the 'how'.

Going back to the fundamental principles of Executive Search, we are looking to show the 'People Love Process' and 'Decreasing Uncertainty' parts and should include

1. Similar challenges
2. The client journey
3. What are candidates going to see
- 4 The cost