



Executive Search Pitching

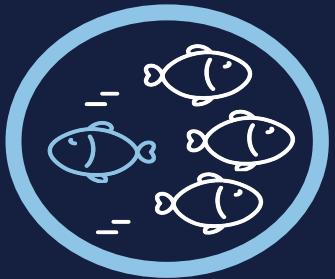
Pitch Fundamentals



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

2 Gaining clarity on their perspective

1 Showcasing your network

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