

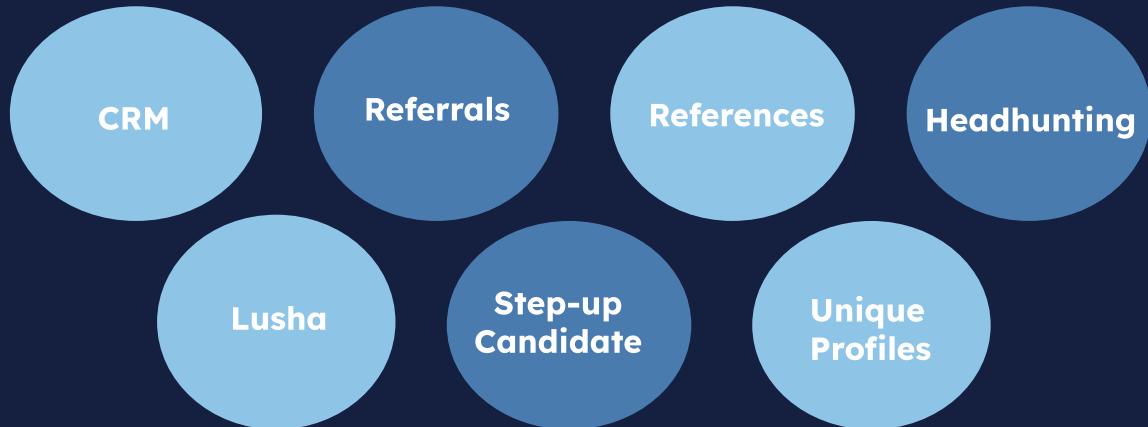


Executive Search Candidate Origination

Market Mapping Tools



Finding the Right Candidates



How to Qualify a Good Candidate

1

Have a multi stage-approach

2

Identify candidates strengths, weaknesses - ask the hard questions

3

Make sure you get enough information to sell the candidate to the client.

4

Give the candidate feedback on their answers

Outreach Example



Will Cummings (He/Him) • 2:23 PM

Hi Daniel, great to have you as a connection,

Apologies for the unsolicited approach, I wanted to get in touch. We are currently assisting a high-growth Private Equity backed business with a search for CFO. The business is highly acquisitive and the role offers huge scope and breadth.

We have been asked by our client to reach out to you directly as they see someone such as yourself as a potential fit. I wanted to reach out to see if you are open to having a conversation about the position?

Is there a best email I could send an NDA over to? Let me know when would suit you best to have a conversation?