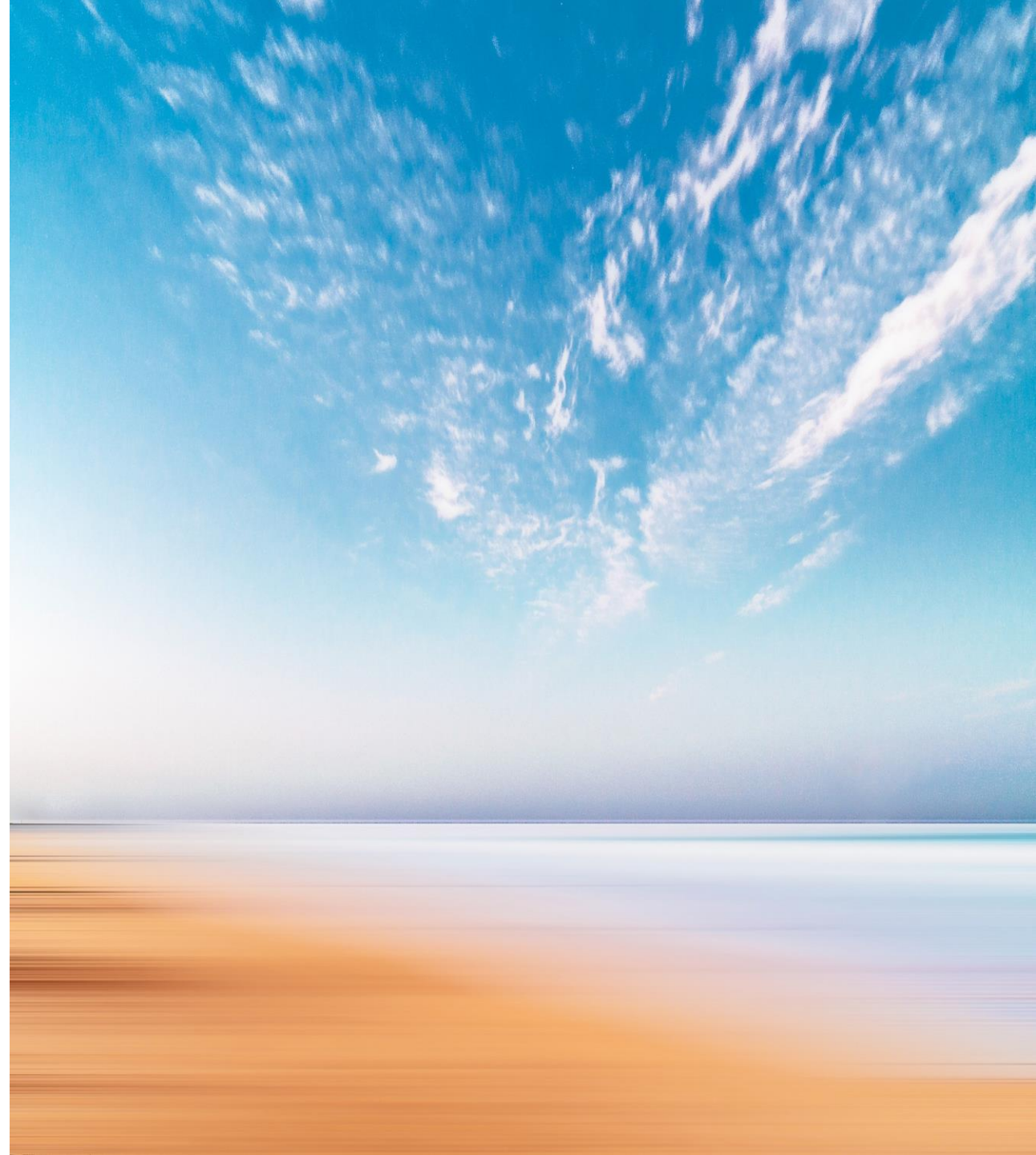




MANAGING PARTNER

EMEA - AMERICAS - APAC

EXECUTIVE SEARCH & RECRUITING





ISG (International Service Group) is **one of the world's leading Recruitment & Executive Search consultancies**, providing an excellent client and candidate network and in-depth industry knowledge.

Exceeding **700 ISG employees, consultants and Managing Partners** we operate **more than 60 offices** in currently **40 countries**. Since 1999 we serve our clients on base of trust and openness in combination with excellent consulting and recruiting results. As an "all-in-one" service provider in all HR matters, our service portfolio covers following areas:

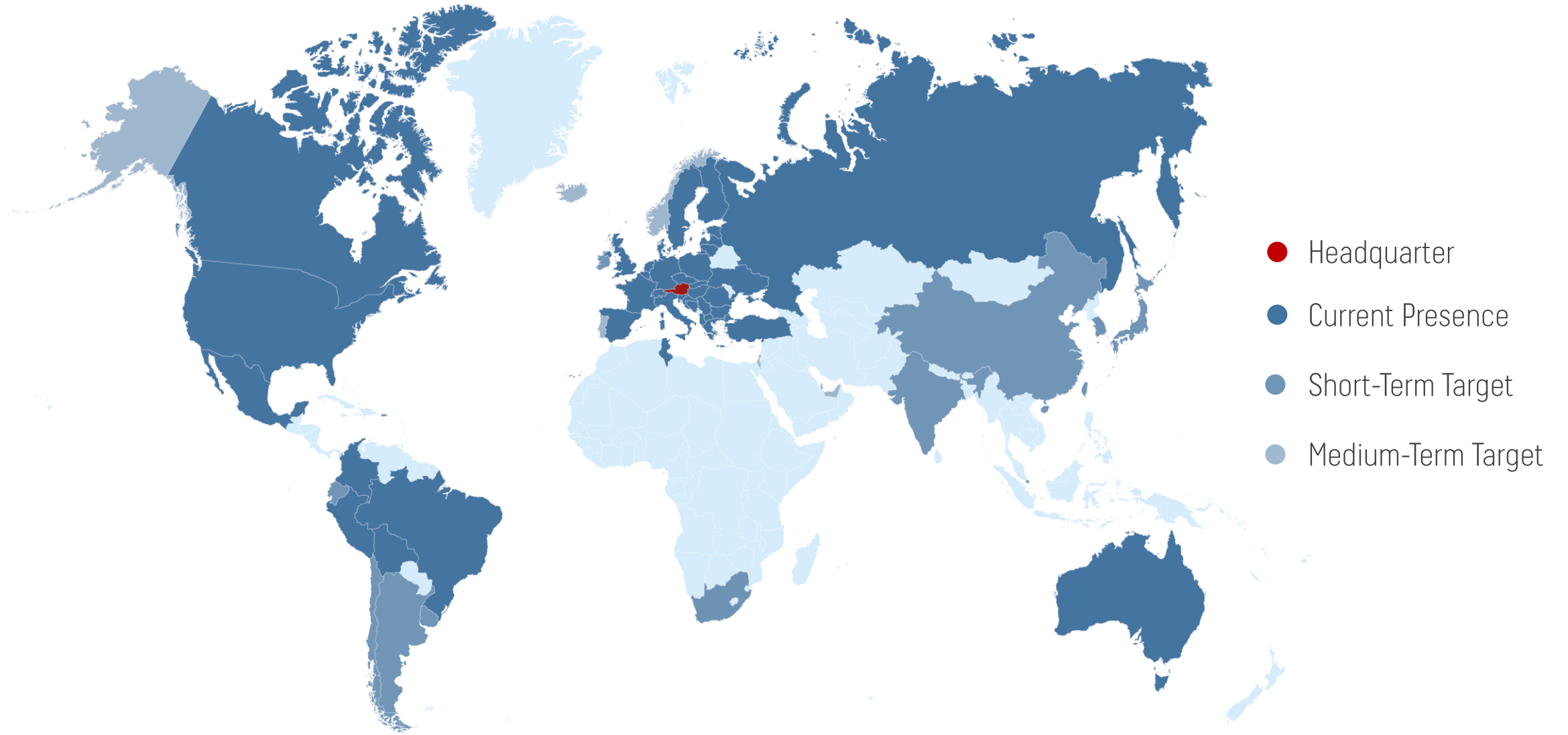
- **Recruiting & Executive Search**
- **Training & Development**
- **Diagnostic Services & Outplacement**

The international success of the ISG is extensively based on the **focus and segmentation of our consulting services on specific industry & business areas** as well as dedicated customer segments, which are developed by industrially experienced Managing Partners and steered by entrepreneurial Sector Heads.

Our corporate culture is characterized by an interdependent, appreciative and above all professional internal cooperation in addition to a thorough industry specific and international expertise with a demand of high-quality standards for ourselves.



GLOBAL PRESENCE & OFFICE NETWORK OF ISG





OUR USP's

- International awareness of the ISG brand, expanding globally
- Fast growing global presence
- A proven industry sector concept
- A unique and industry specific consulting & recruiting approach
- A global network of industry specific Managing Partners
- Unprecedented flexibility in international interaction and collaboration among managing partners





OUR SECTOR GROUP CONCEPT

Filling important key positions with executives and industry specialists is an ever-growing and complex challenge, especially as the work environment continues to evolve into a candidate market. This trend mainly affects, but not only, developed markets such as Europe or North America.

Potential candidates willing to make a career change are increasingly choosing employers and supervisors selectively, and even successful companies must actively recruit the demanded workforce and create a clear employer brand strategy.

In addition, the actual fit of the candidates to the corporate culture of the employer is a key success factor for sustainably successful candidate placement.

In order to serve our customers efficiently and effectively meet all market requirements without doubt, ISG has created ten distinctly focused sector groups. All sector groups are managed by long-term experienced managers. In turn, the members and Managing Partners of these sector groups provide sound and specific industry knowledge.

The ISG Group is therefore excellently positioned to offer individual solutions in all areas of recruiting nationally, internationally and globally.



OUR SECTOR GROUP CONCEPT

- **Proven and long-standing experience** of the ISG Consultants and Managing Partners in different industry segments
- **Cross-border Executive Search & Selection** in Europe, America and APAC
- **Outstanding achievement** in recruiting (senior) managers, professionals and industry specialists
- An **international candidate network**, which goes beyond the usual consultancy standards
- **Talent mapping** to secure strategically important management positions
- Proactive **talent acquisition** and creation of **talent pools**





ISG SECTOR GROUPS



AUTOMOTIVE



BUILDING & CONSTRUCTION



BUSINESS CONSULTANCY



COMMERCE & CONSUMER



FINANCIAL SERVICES



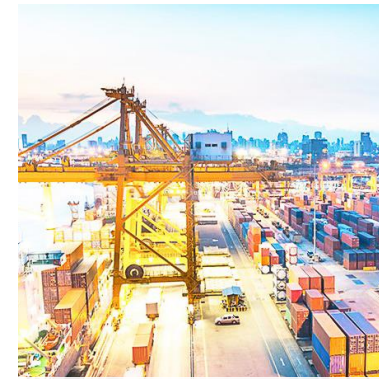
HEALTHCARE



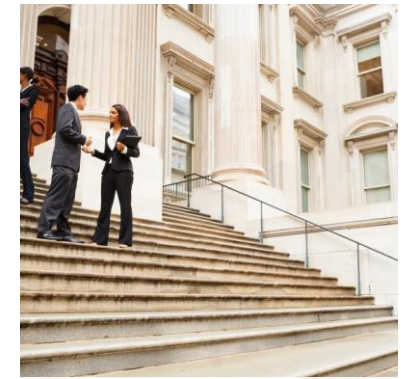
INDUSTRY



IT & TELECOMMUNICATION



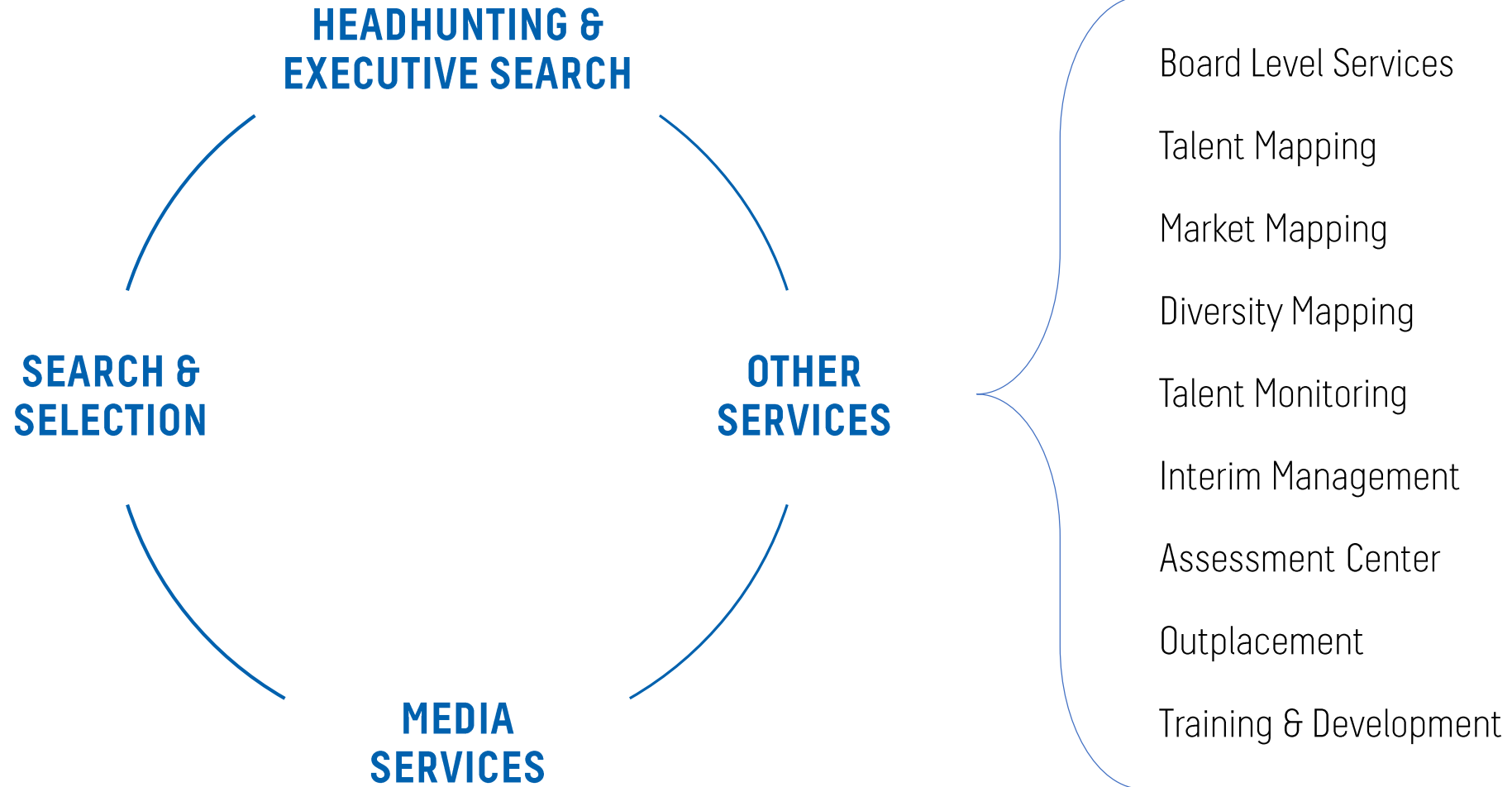
TRANSPORT & LOGISTICS



PUBLIC & GOVERNMENT



OUR HR CONSULTING SERVICES





POSITION TARGETS

- C-Suite and Board Level
- General Management
- (Senior) Vice Presidents
- Directors and Senior Directors
- Top Management
- Senior Management
- Middle & Line Management
- Young Professionals
- Industry Specialists
- Engineers
- Scientists
- Graduates





FUNCTIONAL PORTFOLIO

- C-Suite and Board Level
- Directors & Executives
- Departmental Management
- Industrial Specialists
- Sales & Marketing
- Finance & HR
- Production
- Engineering
- Quality & Regulatory
- Procurement & Supply Chain
- Research & Development
- Administration





THE POSITION





THE POSITION

Due to our **dynamic and global growth strategy in EMEA, AMERICAS and APAC** we invite experienced, charismatic leader, TOP Managers and/or TOP-Executive Search Professionals, who strive for independency and an attractive income, to join ISG as

MANAGING PARTNER

EMEA - AMERICAS - APAC

EXECUTIVE SEARCH & RECRUITING



OUR EXPECTATIONS & PARTNER SERVICES





OUR EXPECTATIONS

This position is aimed at **seasoned entrepreneurs** or individuals who wish to **work independently** and have many years of professional experience in various industrial sectors. A high degree of personal commitment and a basic **affinity for sales processes as well as Recruiting & Executive Search** is required.

We offer a generous income system and the unique opportunity to join one of the best executive search networks. You develop **national and international clients and consulting projects** in Recruiting & Executive Search, both independently and in close, collegial and transnational cooperation with other ISG Consultants and Managing Partners.

The Managing Partners may be located in **EMEA, AMERICAS or APAC** and will operate locally and/or internationally. The personal location is freely selectable, and the work can be done either from your own office or from one of our globally distributed ISG offices.

ISG offers to allow the ISG Managing Partner to build successful long-term customer relationships **unique USPs, specific benefits and numerous services** with national and international clients.



OUR PARTNER SERVICES

- Free onboarding
- Continuous support by the ISG Sector Heads
- Extensive rights to use the ISG brand
- Unlimited use of our global Managing Partner and customer network
- Unlimited use of the global ISG client and candidate database
- Extensive and free startup trainings
- A variety of continuous free trainings
- Your personal profile on the ISG homepage
- Full back office support
- IT support and help desk
- Advertising & media support
- Extensive and individual marketing material





YOUR TASKS & OBJECTIVES



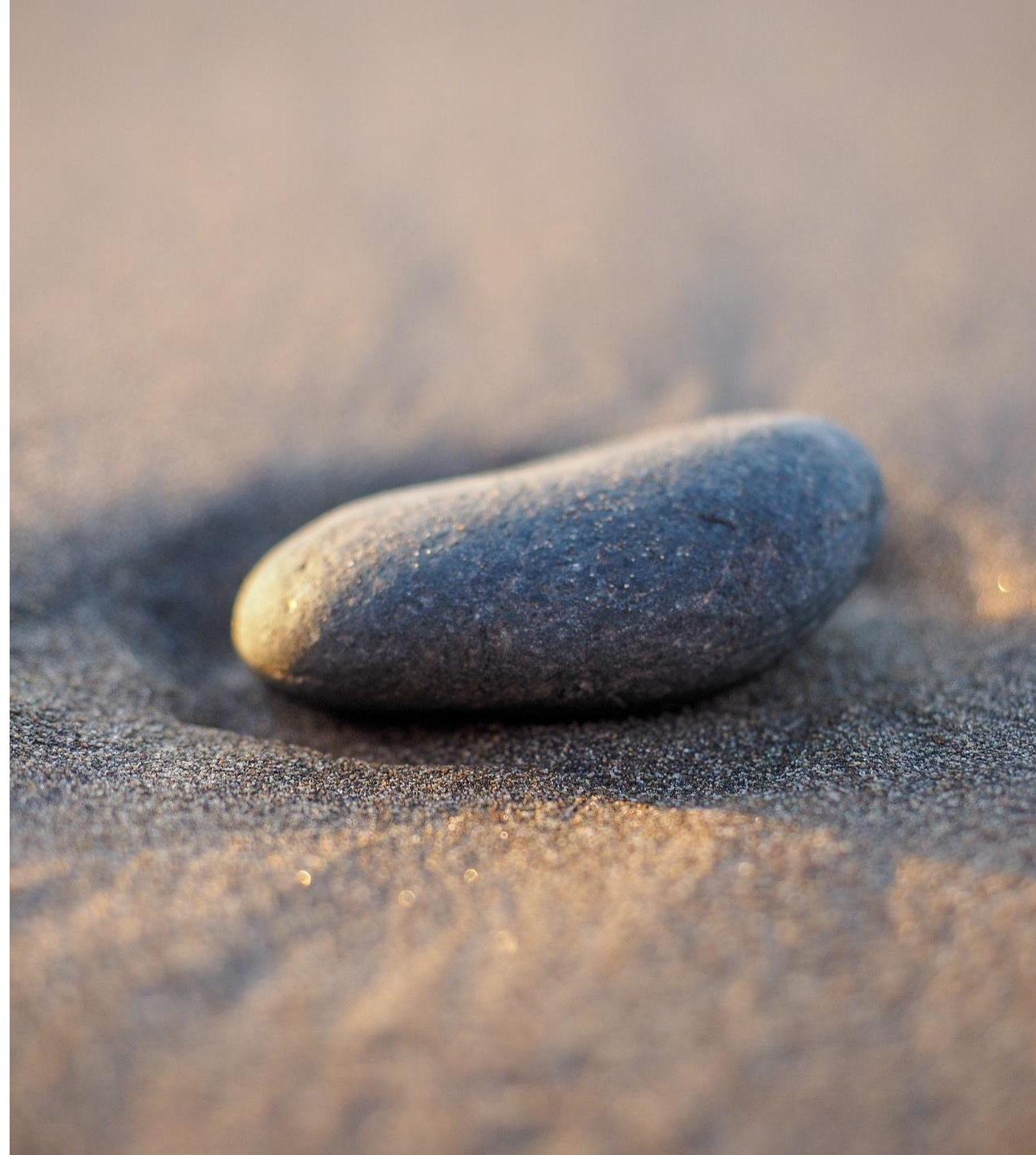


YOUR TASKS & OBJECTIVES

- Providing your own sole proprietorship
- Professional acquisition of clients and projects, depending on your industry experience and personal network
- Establishing sustainable customer relationships through professional advice to your clients in filling managerial & specialist positions
- Proactive development of individual solutions regarding the filling of challenging positions
- International and global project management
- Preparation of job profiles and advertisements
- Identification and approaching of latent seeking candidates via your own network and Social Media in the context of Direct Search projects
- Selection of candidates and implementation of (semi)structured candidate interviews
- Presentation of the most suitable candidates to the client and accompanying the candidates through the entire interview & selection process
- Best of class customer and candidate management
- Efficient time and self-management



YOUR PROFILE





YOUR PROFILE

- At least 10 years of management and industry expertise
- Ideally, experience in Search & Selection procedures and recruitment processes
- Comprehensive understanding of positions and its challenges in Management, Sales & Marketing, Production, Quality, SCM, HR, R&D etc.
- High affinity to networking and social media environments
- Practical and hands-on mentality, resilient and well organized
- Solid social intelligence and flexibility
- Strong communication and rhetoric skills, curiosity and openness to new things
- Sovereign, confident appearance and readiness to network with people at all levels
- Visionary thinking and willingness to succeed
- Providing an extensive business contact network
- Experience in dealing with international and intercultural cooperation
- Very good English language skills (business fluent). Additional language skills will be an advantage



OUR OFFER





OUR OFFER

- Outstanding development opportunities for experienced managers and subject matter experts or already well-established recruitment consultants or ambitious newcomers
- The opportunity to build up and expand their own business in a well-known, successful and dynamically growing consulting company with international infrastructure and global network
- Establishment as a proven top consultant in an international, industrial customer environment
- A permanent position that combines independence and flexibility
- A very attractive income model without onboarding investments
- Permanent support of your business through the respective ISG Sector Heads
- Expansion of your global network and your consultancy presence
- Professional exchange with highly qualified and long-term successful international ISG Managing Partners
- Comprehensive and professional administration support by ISG, providing best practice knowledge and a dynamic, motivated team
- Possibility to perform independent consulting activities aside from the Managing Partner position
- Individual and flexible workplace choice



LET'S TALK





LET'S TALK !



Elmar Scheuba, M.A.

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Executive Managing Partner

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Sector-Website: isg-healthworld.com

Corporate Website: www.isg.com



EEO STATEMENT

At ISG, we are committed to providing an environment of mutual respect where equal employment opportunities are available to all applicants and teammates without regard to race, color, religion, sex, pregnancy (including childbirth, lactation and related medical conditions), national origin, age, physical and mental disability, marital status, sexual orientation, gender identity, gender expression, genetic information (including characteristics and testing), military and veteran status, and any other characteristic protected by applicable law.

ISG believes that diversity and inclusion among our teammates is critical to our success as a global company, and we seek to recruit, develop and retain the most talented people from a diverse candidate pool.

