

# CRAIN'S

## CHICAGO BUSINESS®

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## CRAIN'S LIST CHICAGO'S LARGEST EXECUTIVE RECRUITERS

Ranked by local recruiters as of 12/31/2015

| Rank | Last year's rank | Company  | Head of Chicago office                                      | No. of professional recruiters in the area as of 12/31/2014 | No. of professional recruiters in the U.S. as of 12/31/15; 2014 | 2015 local fee revenue (millions); % change from 2014 | 2015 U.S. fee revenue (millions); % change from 2014 | No. of executive searches in Chicago in 2015 | No. of executive searches in the U.S. in 2015 | % of billings from retained searches | Areas of specialization  |
|------|------------------|--|---|---|---|---|--|--|---|--------------------------------------|--|
| 1    | 2                | <b>KORN FERRY<sup>1</sup></b><br>233 S. Wacker Drive, Suite 3300, Chicago 60606; 312-466-1834; KornFerry.com                   | Mark Pierce<br>Office managing director                     | 35<br>29  | 207 <sup>2</sup><br>197 <sup>2</sup>                            | NA<br>NA  | NA<br>NA   | 242  | 2,196   | 100.0%                               | All industries   |
| 2    | 5                | <b>HEIDRICK &amp; STRUGGLES INC.<sup>3</sup></b><br>233 S. Wacker Drive, Suite 4200, Chicago 60606; 312-496-1200; Heidrick.com | Lyndon A. Taylor<br>Partner in charge, Chicago              | 31<br>24  | 158<br>158  | NA<br>NA  | \$271.5<br>11.9%                                     | NA   | NA  | 100.0%                               | CEO, boards of directors, C-suite executives, all industries   |
| 3    | 1                | <b>WITT/KIEFFER<sup>4</sup></b><br>2015 Spring Road, Suite 510, Oak Brook 60523 630-990-1370; WittKieffer.com                  | Charles W.B. Wardell III<br>President, CEO                  | 30<br>31  | 95<br>99  | NA<br>NA  | \$57.8<br>7.2%                                       | 43   | 630   | 100.0%                               | Health care, education, academic medicine, life sciences, board services, sports leadership, nonprofit organizations, leadership solutions       |
| 4    | 3                | <b>DHR INTERNATIONAL INC.</b><br>71 S. Wacker Drive, Suite 2700, Chicago 60606 312-782-1581; DHRInternational.com              | Marcey Rubin Stamas<br>Managing partner, Chicago            | 29<br>28  | 158<br>145  | NA<br>NA  | NA<br>NA   | 84   | NA  | 100.0%                               | Advanced technology, board and CEO, business and professional services, consumer, diversity, financial officers, financial services, health care |
| 5    | 7                | <b>MICHAEL PAGE</b><br>1 E. Wacker Drive, Suite 2650, Chicago 60601 312-263-7471; MichaelPage.com                              | Steven Lewis<br>Director                                    | 24<br>21  | 305<br>246  | \$4.3<br>10.3%  | NA<br>NA   | NA<br>NA                                     | NA  | 50.0%                                | Accounting and finance, procurement and supply chain, sales and marketing, engineering, banking, financial services, real estate                 |
| 5    | 6                | <b>SPENCER STUART<sup>3</sup></b><br>353 N. Clark St., Suite 2500, Chicago 60654 312-822-0080; SpencerStuart.com               | Charles M. Falcone<br>Consultant                            | 24<br>22  | 172<br>169  | \$54.0<br>NA  | \$392.8<br>NA  | 626  | NA  | 100.0%                               | Business and professional services, consumer, digital, education, nonprofit, government, energy, executive assessment                            |
| 7    | 8                | <b>RUSSELL REYNOLDS ASSOCIATES INC.</b><br>155 N. Wacker Drive, Suite 4100, Chicago 60606; 312-993-9696; RussellReynolds.com   | Constantine Alexandrakis<br>Managing director, area manager | 22<br>20  | 145<br>137  | NA<br>NA  | NA<br>NA   | NA   | NA  | 100.0%                               | CEO, board, corporate officers, consumer/retail, manufacturing, health care, utilities, consumer banking, insurance, technology                  |
| 8    | 9                | <b>REILLY PARTNERS</b><br>2 N. Riverside Plaza, Suite 1600, Chicago 60606; 312-781-9020; ReillyPartners.com                    | Robert E. Reilly Jr.<br>CEO, partner                        | 17<br>17  | 17<br>17  | \$5.0<br>4.2%   | \$10.5<br>5.0%                                       | 40   | 75  | 100.0%                               | All industries   |
| 8    | New              | <b>SLAYTON SEARCH PARTNERS</b><br>311 S. Wacker Drive, Suite 3200, Chicago 60606; 312-456-0080; SlaytonSearch.com              | Richard S. Slayton<br>CEO, managing partner                 | 17<br>14  | 17<br>14  | \$4.2<br>13.5%  | \$12.6<br>17.8%                                      | 110  | 110   | 100.0%                               | Consumer, retail, insurance, financial services, industrial, professional services, private equity   |
| 10   | New              | <b>GREEN KEY RESOURCES</b><br>8750 W. Bryn Mawr Ave., Suite 605E, Chicago 60631; 773-932-1161; GreenKeyllc.com                 | Todd Gabianelli<br>Executive director                       | 16<br>15  | 205<br>174  | NA<br>NA  | NA<br>NA   | NA   | NA  | 50.0%                                | Pharmaceutical, Biotechnology, Medical Device, Clinical Research, Life Sciences, Healthcare  |

To qualify for this list, a company must have an office in Cook, DuPage, Kane, Lake, McHenry or Will County in Illinois, or Lake County in Indiana, and its retained searches must represent at least half of overall billings. Local fee revenue figures reflect fees on retained searches billed through the Chicago-area offices. **1.** Fiscal year ends in April. **2.** As of 12 months ended April 30; includes North American executive search segment. **3.** Fiscal year ends in September. **4.** Fiscal year ends in June.

Researched and edited by Sabrina Gasulla