

CANDIDATE BRIEF.

POSITION OF RESEARCHER

Directorbank Executive Search
Frankfurt, Germany

COMPANY INFORMATION.

Directorbank Executive Search specialises in providing executive and non-executive search solutions for private equity investors, their portfolio companies and other entrepreneurial businesses.

Founded in 1998, we have made more than 2,000 critical appointments at board and senior director level and can demonstrate an extensive track record across all key sectors – Retail & Consumer, TMT, Support and Business Services, Industrials, Healthcare and Financial Services.

Our Directors each have at least 20 years of search experience and with this comes deep functional knowledge, sector reach and keen insight into the specific skills and motivations of high performing individuals.

Comprehensive and focused research underpins every assignment. With the dedicated support of an in-house research team, all methods of candidate acquisition are utilised including desk research, social media, and our extensive, market-leading talent network. This network has been meticulously developed over 20 years and is a rich talent pool of entrepreneurially-minded business leaders with demonstrable track records in value creation.

Directorbank has also worked with more than 100 private equity houses supporting them at the pre-deal and portfolio stages of the investment cycle with a range of talent solutions. At the pre-deal stage we introduce our PE clients to proven directors with the expertise and PE understanding to support and accelerate a transaction process. Scenarios range from due diligence exercises and strategic advice to deal-dependent board roles. At the portfolio stage, we augment management teams with high impact talent to drive change, growth and shareholder value.

Directorbank is owned by its Board of Directors, having successfully completed an MBO in 2017. The business operates across the UK from bases in London, Leeds and Manchester, and across Germany from its office in Frankfurt.

For further information, visit www.Directorbank.com.

THE ROLE.

To further strengthen its team in Germany, Directorbank is looking to hire a **Researcher**, based in the Frankfurt office, to support the Consultants and Directors on specific mandates.

In return, Directorbank offers the opportunity to work in a professional and collegiate environment, as well as providing the opportunity to work directly with the private equity community. You will also have chance to develop your candidate and client-facing skills and work closely with the Directors who will ensure you receive first class training. Ultimately, you will have the opportunity to develop your career within the research function or into a fee earning Consultant position.

Key Accountabilities

1. Work closely with Directors and Consultants with pre-deal assignments and deliver short-lists of potential candidates to be forwarded to clients;
2. Take ownership for research, project management and documentation (quality input in database) for retained assignments;
3. Identify and suggest candidate suitability to Consultants using various resources including in-house databases, associations, directories and the Internet;
4. Providing Consultants with candidate long lists and writing reports when required;
5. Learn more about our clients and relevant industries, competitors and market positioning and be able to apply that knowledge during the course of the search processes;
6. Run client and candidate mapping programmes across sectors;
7. Attend client meetings with the Consultants and be a second point of contact for the client where appropriate.

CANDIDATE PROFILE.

This is a key appointment which will help drive the growth of Directorbank in Germany over the next 2-3 years. It will appeal to a self-starter who may feel constrained in their current role and is ambitious to progress their career.

Core competencies and personal attributes will include:

1. A minimum of 18 months as a Researcher in an executive search company;
2. Entrepreneurial spirit with excellent communication and relationship skills;
3. Customer oriented approach and a real interest in business;
4. Highly structured and analytical;
5. Result oriented and attention to detail;
6. A zest for problem solving and an ability to think creatively;
7. Team player with the ability to think outside the box;
8. Fluent English is required;
9. An interest in business;
10. A strong academic record;
11. Ambition, drive and a sense of humor.

CONTACT.

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