



Teamconsult CR s.r.o.
Italská 2, 120 00 Praha 2 – Vinohrady
Tel.: +420 222 514 609
www.teamconsult.cz

Glasford International
executive search consultants

Market changes for headhunters in the CEE region

(Summary of the article by Karin Bachmann in Wiener Zeitung, 23.12.2009)

The article refers to local changes in the executive search industry caused by the world crisis. One of the results is the market clearance – e.g. Korn/Ferry International has closed its office in Prague by the end of last year to cover the local market from Switzerland now. Another one is the increasing importance of acquiring new clients and entering new branches. Even so the situation in the central European countries is generally slowly improving, in some countries like in the Slovak Republic the market still stagnates. For consultancy companies is also very helpful to become a member in worldwide associations – for example Teamconsult (operating in the Czech and Slovak Republics) has recently joined the Glasford International network. It is a very good way to acquire clients who cooperate with network partners in other countries. There are also other types of services becoming more important – like outplacement. Orders are coming mainly from the automotive and banking industries, whereas law and tax consultancy is experiencing a substantial decrease in demand.