

# Largest Executive Search Firms by Revenue

Ranked by 2008 South Florida gross revenue; ties broken by 2007 gross revenue

Rank 2009 2008	Company name Address	Phone Fax Web site	S. Fla. gross revenue (millions) 2008 2007	S. Fla. Search consultants Offices	Revenue breakdown Retainer Contingency	Industries served	Top local executive Year founded
1 2	<b>TekPartners</b> 5491 University Drive Coral Springs 33067	(954) 656-8600 (954) 656-8246 www.tekpartners.com	\$25.7 \$22.5	23 2	0% 100%	All industries	Harris Katz, Vito Scutero 2002
2 NR	<b>Balance Staffing</b> 6261 N.W. Sixth Way, Suite 206 Fort Lauderdale 33309	(954) 772-4888 (815) 301-2884 www.balancestaff.com	\$17.2 \$17.8	22 4	30% 70%	Finance and accounting, engineering, banking, IT, manufacturing, sales and marketing, legal, retail, human resources, call centers, construction	Aaron Knafo 1993
3 1	<b>Spherion</b> 2050 Spectrum Blvd. Fort Lauderdale 33309	(954) 308-7600 (954) 308-7790 www.spherion.com	\$16.7 \$16	34 7	2% 98%	Administrative, clerical, light industrial, technology, accounting and finance	Bill Grubbs 1970
4 3	<b>Steven Douglas Associates</b> 3040 Universal Blvd., Suite 190 Weston 33331	(954) 385-8595 (954) 385-1414 www.stevendouglas.com	\$16.5 \$13.5	30 1	35% 65%	Accounting, finance, IT, wealth management, legal, retainer, human resources	Steven Sadaka 1984
5 4	<b>MSI Consulting</b> 350 E. Las Olas Blvd., Suite 1100 Fort Lauderdale 33301	(954) 332-2424 (954) 332-2425 www.msiconsulting.net	\$8.2 \$10.6	100 2	15% 85%	Construction and real estate, manufacturing, service, hospitality, software, health care, agriculture	Jody Moore, Peer Snoep 1998
6 NR	<b>Genesis Global Recruiting</b> 3000 S.W. 148th Ave., Suite 116 Miramar 33027	(954) 433-5397 (954) 433-8142 www.genesis-global.com	\$6.2 \$4.8	5 1	40% 60%	Sales, management, legal, health care, floral, entertainment, culinary, hospitality, accounting, technology, publishing, PEO, HR, advertising, administration, insurance	Anna Church 1999
7 6	<b>American Recruiting and Consulting Group</b> 7975 N.W. 154th St. Miami Lakes 33016	(954) 342-0550 (954) 301-7965 www.arcgonline.com	\$5.9 \$5.6	12 2	3% 97%	Various industries	Gregg Podalsky 1998
8 NR	<b>Stephen James Associates</b> 2255 Glades Road Boca Raton 33431	(561) 994-3660 www.stephenjames.com	\$5.8 \$6.2	25 4	3% 97%	All industries	Carl Wright 2001
9 7	<b>Sanford Barrows Group</b> 6015 Washington St. Hollywood 33023	(305) 999-6240 (305) 999-6241 www.sanfordbarrows.com	\$4.9 \$4.3	28 2	25% 75%	Accounting and finance, IT, financial services, administrative	Richard Hunt 2003
10 5	<b>American Recruiters</b> 6400 N. Andrews Ave., No. 100 Fort Lauderdale 33309	(954) 493-9200 (954) 493-9582 www.americanrecruiters.com	\$3.1 \$5.9	26 4	25% 75%	Health care, engineering, manufacturing, sales, retail, apparel and footwear, pharmaceutical	Gino Scialdone 1982
11 8	<b>Nason &amp; Nason</b> 95 Merrick Way, Suite 460 Miami 33134	(305) 476-1000 (305) 372-9959 www.nason-nason.com	\$3 \$2.8	16 2	15% 85%	Banking, financial services, marketing and administration	Dennis H. Nason 1994
12 9	<b>AnswerQuest Executive Search</b> 1055 S. Federal Highway Hollywood 33020	(954) 961-1101 (954) 342-8888 www.answerquest.net	\$3 \$2.7	8 1	35% 65%	Professional services and technology sales, retail, security, fire, medical, marketing	Paul Silitsky 1998
13 13	<b>Kforce</b> 800 Corporate Drive Fort Lauderdale 33334	(954) 928-0800 (954) 771-7649 www.kforce.com	\$2.1 \$1.7	WND 2	WND	Technology, finance and accounting, government solutions, health and life sciences	Michael Sivori 1962
14 NR	<b>Ropes Associates</b> 333 N. New River Drive E. Fort Lauderdale 33301	(954) 525-6600 (954) 779-7279 www.ropesassociates.com	\$2 \$4	3 1	100% 0%	Real estate	John Ropes 1975
15 22	<b>Savage Partners LLC</b> 224 Datura St., Suite 309 West Palm Beach 33401	(561) 655-3844 (561) 655-3875 www.savagepartners.com	\$2 \$1	1 1	100% 0%	Software and Internet	Todd Savage 2005
16 19	<b>Sherlock Technology Staffing</b> 1666 Kennedy Causeway, 6th floor North Bay Village 33141	(305) 651-6500 www.sherstaff.com	\$1.9 \$1.2	7 2	0% 100%	All industries	Alex Funkhouser 2005
17 10	<b>A Prime Solution</b> 915 Middle River Drive, Suite 311 Fort Lauderdale 33304	(954) 563-3323 (954) 566-8946 www.aprimesolution.com	\$1.8 \$1.5	15 1	5% 95%	Services, retail, manufacturing, software, health care, hospital, travel, engineering	Ann Marie Glazer 2003
18 NR	<b>Jack Richman and Associates</b> 1451 W. Cypress Creek Road, Suite 300 Fort Lauderdale 33309	(954) 389-9563 (954) 389-9572 www.floridatechjobs.com	\$1.7 \$1.5	4 1	10% 90%	Information technology, financial services, banking, travel, consulting, security, telecommunications, health care, manufacturing	Jack Richman 1985
19 16	<b>Howard Williams &amp; Rahaim</b> 105 S. Narcissus Ave., No. 1806 West Palm Beach 33401	(561) 833-4888 (561) 833-2343 www.hwrlegal.com	\$1.6 \$1.5	6 1	10% 90%	Associate, partner and corporate counsel placement in legal and corporate sector	John G. Williams 1983
20 12	<b>Kunin Associates</b> 900 S.E. Third Ave. Fort Lauderdale 33316	(954) 467-9575 (954) 467-9585 www.kuninassociates.com	\$1.4 \$1.7	7 1	10% 90%	Public accounting, hospitality, manufacturing, real estate, financial services, Fortune 500, professional services	Jo-Anne Kunin 1995
21 14	<b>J.L. Reynolds and Associates</b> 5850 Coral Ridge Drive, Suite 315 Coral Springs 33076	(954) 344-4993 (954) 344-9550 www.jlreynolds.com	\$1.4 \$1.6	9 1	20% 80%	Pharmacy, pain management, physical therapy, business, finance, engineering, alternative energy	Jay Reynolds 1998
22 NR	<b>Brickell Personnel Services</b> 1110 Brickell Ave., Suite 512 Miami 33131	(305) 371-6187 (305) 358-9615 www.brickellpersonnel.com	\$1.4 WND	5 1	0% 100%	Banking, finance, accounting, hospitality, financial services	Nidia Torres 1979
23 15	<b>Farwell Group</b> 1 Alhambra Plaza Coral Gables 33134	(305) 529-4811 (305) 446-2388 www.farwellgroup.com	\$1.3 \$1.6	4 1	0% 100%	Financial services, multinationals, consumer products, logistics, private equity and investment firms, real estate, media	Sandra Farwell 1991
24 NR	<b>Messett Associates</b> 7700 N. Kendall Drive, No. 304 Miami 33156	(305) 275-1000 (305) 274-4462 www.messett.com	\$1.2 \$1	1 1	100% 0%	All industries, mission critical, 50% international positions	William J. Messett III 1987
25 17	<b>Caruso &amp; Associates</b> 990 Stinson Way, Suite 201 West Palm Beach 33411	(561) 683-2336 (775) 942-6098 www.carusoassociates.com	\$1.1 \$1.5	3 1	100% 0%	Real estate, finance	Dennis J. Caruso 1992

## TOP 5

S. FLA. REVENUE (IN MILLIONS)

TekPartners	\$25.7
Balance Staffing	\$17.2
Spherion	\$16.7
Steven Douglas Associates	\$16.5
MSI Consulting	\$8.2

## TOP 5 BY S. FLA. SEARCH CONSULTANTS

MSI Consulting	100
Spherion	34
Steven Douglas Associates	30
Sanford Barrows Group	28
American Recruiters	26

## JUST MISSED IT (NO. 26-30)

S. FLA. REVENUE (IN MILLIONS)

Global Recruiters of Miami	\$1 million
DMR Global	\$840,000
Comella Consulting Group	\$624,000
Allied Executive Resources	\$278,000
Next Step Group	\$85,000

## HISTORIC TOP 5 (2001)

NUMBER OF S. FLA. PLACEMENTS IN 2000

American Recruiters International	519
National Search	420
American Recruiters Consolidated	297
Hastings & Hastings Personnel	294
Perfect Search	180

## UPCOMING LISTS

- **May 8:** Private companies
- **May 15:** Office buildings
- **May 22:** Law firms, Litigation support accounting firms, General counsel
- **May 29:** Highest-paid CEOs
- **June 5:** Largest employers

Notes: South Florida refers to Miami-Dade, Broward and Palm Beach counties. NR = Not ranked. NA = Not available or applicable. WND = Would not disclose.

Source: The firms

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