

Largest Executive Search Firms by Salary

Ranked by average salary of placements made in South Florida in 2008; ties broken by number of placements

Rank 2009	Company name	Phone Fax Web site	2008 Average salary of placements No. of placements	S. Fla. Search consultants Offices	Revenue breakdown: Retainer Contingency	Industries served	Top local executive Year founded
1	Comella Consulting Group 20801 Biscayne Blvd., Suite 403 Aventura 33180 www.comellaconsulting.com	(786) 923-0280 (786) 923-0282	\$502,000 5	3 1	100% 0%	Financial services, agribusiness, TV broadcasting	Eduardo Comella 2002
2	Savage Partners LLC 224 Datura St., Suite 309 West Palm Beach 33401 www.savagepartners.com	(561) 655-3844 (561) 655-3875	\$300,000 15	1 1	100% 0%	Software and Internet	Todd Savage 2005
3	Ropes Associates 333 N. New River Drive E. Fort Lauderdale 33301 www.ropesassociates.com	(954) 525-6600 (954) 779-7279	\$300,000 7	3 1	100% 0%	Real estate	John Ropes 1975
4	Messett Associates 7700 N. Kendall Drive, No. 304 Miami 33156 www.messett.com	(305) 275-1000 (305) 274-4462	\$257,000 WND	1 1	100% 0%	All industries, mission critical, 50% international positions	William J. Messett III 1987
5	Caruso & Associates 990 Stinson Way, Suite 201 West Palm Beach 33411 www.carusoassociates.com	(561) 683-2336 (775) 942-6098	\$225,000 15	3 1	100% 0%	Real estate, finance	Dennis J. Caruso 1992
6	Strategic Alliance Group 13450 W. Sunrise Blvd., Suite 510 Fort Lauderdale 33323 www.stratalliance.com	(954) 332-3004 (954) 332-0885	\$200,251 WND	WND 1	100% 0%	Financial services, C-level, wealth management, asset management, private banking	Arthur J. Drago 2001
7	Balance Staffing 6261 N.W. Sixth Way, Suite 206 Fort Lauderdale 33309 www.balancestaff.com	(954) 772-4888 (815) 301-2884	\$148,000 193	22 4	30% 70%	Finance & accounting, engineering, banking, it, manufacturing, sales & marketing, legal, retail, human resources, call centers, construction	Aaron Knafo 1993
8	Allied Executive Resources 4050 N.W. 114th Ave. Coral Springs 33065 www.alliedexecutive.com	(954) 346-9194 (954) 346-9104	\$147,500 11	2 1	10% 90%	Commercial real estate development, finance, capital markets and construction	Robert Klein 2000
9	Sherlock Technology Staffing 1666 Kennedy Causeway, 6th floor North Bay Village 33141 www.sherstaff.com	(305) 651-6500	\$137,000 126	7 2	0% 100%	All industries	Alex Funkhouser 2005
10	Steven Douglas Associates 3040 Universal Blvd., Suite 190 Weston 33331 www.stevendouglas.com	(954) 385-8595 (954) 385-1414	\$130,000 200	30 1	35% 65%	Accounting, finance, IT, wealth management, legal, retainer, human resources	Steven Sadaka 1984
11	Jack Richman and Associates 1451 W. Cypress Creek Road, Suite 300 Fort Lauderdale 33309 www.floridatechjobs.com	(954) 389-9563 (954) 389-9572	\$128,000 130	4 1	10% 90%	Information technology, banking, financial services, travel, consulting, security, telecommunications, health care, manufacturing	Jack Richman 1985
12	GF 3540 N. University Drive Sunrise 33351 www.bestheadhunters.com	(954) 473-0092 (954) 473-9438	\$125,000 132	3 1	0% 100%	All industries	Joanne James 1997
13	Howard Williams & Rahaim 105 S. Narcissus Ave., No. 1806 West Palm Beach 33401 www.hwrlegal.com	(561) 833-4888 (561) 833-2343	\$122,000 55	6 1	10% 90%	Associate, partner & corporate counsel placement in legal & corporate sector	John G. Williams 1983
14	AnswerQuest Executive Search 1055 S. Federal Highway Hollywood 33020 www.answerquest.net	(954) 961-1101 (954) 342-8888	\$115,750 107	8 1	35% 65%	Professional services & technology, sales, retail, security, fire, medical, marketing	Paul Silitsky 1998
15	A Prime Solution 915 Middle River Drive, Suite 311 Fort Lauderdale 33304 www.aprimesolution.com	(954) 563-3323 (954) 566-8946	\$115,000 26	15 1	5% 95%	Services, retail, manufacturing, software, healthcare, hospital, travel, engineering	Ann Marie Glazer 2003
16	Sanford Barrows Group 6015 Washington St. Hollywood 33023 www.sanfordbarrows.com	(305) 999-6240 (305) 999-6241	\$112,000 223	28 2	25% 75%	Accounting and finance, IT, financial services, administrative	Richard Hunt 2003
17	Nason & Nason 95 Merrick Way, Suite 460 Miami 33134 www.nason-nason.com	(305) 476-1000 (305) 372-9959	\$105,000 108	16 2	15% 85%	Banking, financial services, marketing and administration	Dennis H. Nason 1994
18	Farwell Group 1 Alhambra Plaza Coral Gables 33134 www.farwellgroup.com	(305) 529-4811 (305) 446-2388	\$105,000 75	4 1	0% 100%	Financial services, multinationals, consumer products, logistics, private equity & investment firms, real estate, media	Sandra Farwell 1991
19	Next Step Group 11631 Sunrise View Lane Wellington 33449 www.4nextstep.com	(561) 352-7939 800-867-0713	\$100,000 30	1 1	20% 80%	Software, consulting, outsourcing, business products and services, contract furniture	Glenn Davis 1993
20	Brickell Personnel Services 1110 Brickell Ave., Suite 512 Miami 33131 www.brickellpersonnel.com	(305) 371-6187 (305) 358-9615	\$95,000 WND	5 1	0% 100%	Banking, finance, accounting, hospitality, financial services	Nidia Torres 1979
21	Kunin Associates 900 S.E. Third Ave. Fort Lauderdale 33316 www.kuninassociates.com	(954) 467-9575 (954) 467-9585	\$92,550 76	7 1	10% 90%	Public accounting, hospitality, manufacturing, real estate, financial services, Fortune 500, professional services	Jo-Anne Kunin 1995
22	Gene Rogers Associates 13211 S.W. 32nd Court Davie 33330 www.generogers.com	(954) 476-0221 (954) 476-8437	\$90,000 100	3 1	25% 75%	Banks, trust, investment and mortgage companies	Gene Rogers 1980
23	DMR Global 10230 W. Sample Road Coral Springs 33065 www.dmrqlobal.com	(954) 796-5043 (954) 796-5044	\$85,000 60	6 1	85% 15%	Aerospace, medical, technology, manufacturing, service, consulting, aviation, engineering, construction	Ron Daratany 1999
24	Global Recruiters of Miami 420 Lincoln Road Miami Beach 33139 www.grnmiami.com	(305) 538-2212 (305) 538-2272	\$85,000 50	6 1	10% 90%	Entertainment, media, retail, apparel, fashion, beauty, hospitality, travel, tourism, leisure	Michael S. Pangas 2004
25	J.L. Reynolds and Associates 5850 Coral Ridge Drive, Suite 315 Coral Springs 33076 www.jlreynolds.com	(954) 344-4993 (954) 344-9550	\$85,000 WND	9 1	20% 80%	Pharmacy, pain management, physical therapy, business, finance, engineering, alternative energy	Jay Reynolds 1998

Notes: South Florida refers to Miami-Dade, Broward and Palm Beach counties. NR = Not ranked. NA = Not available or applicable. WND = Would not disclose. T=tie. Last year's No. 2, The Amrop Hever Group, did not return survey data.

Source: The firms

Researched by Amy Limbert alimbert@bizjournals.com

TOP 5

AVERAGE SALARY OF PLACEMENTS

Comella Consulting Group	\$502,000
Savage Partners LLC	\$300,000
Ropes Associates	\$300,000
Messett Associates	\$257,000
Caruso & Associates	\$225,000

TOP 5 BY NUMBER OF PLACEMENTS

Sanford Barrows Group	223
Steven Douglas Associates	200
Balance Staffing	193
GF	132
Jack Richman and Associates	130

JUST MISSED IT (NO. 26-30)

AVERAGE SALARY OF PLACEMENTS

American Recruiters	\$84,000
Executec Recruiters	\$83,400
TekPartners	\$82,000
Genesis Global Recruiting	\$80,000
MSI Consulting	\$75,000

TOP 5 OLDEST FIRMS

YEAR ESTABLISHED

Ropes Associates	1975
Brickell Personnel Services	1979
Gene Rogers Associates	1980
Howard Williams & Rahaim	1983
Steven Douglas Associates	1984

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