

# Top 25 Executive Search Firms by Revenue

Ranked by 2010 South Florida revenue; ties broken by 2009 South Florida revenue

Rank 2011 2010	Company name Address	Phone Fax Web site	S. Fla. revenue (millions) 2010 2009	S. Fla. Search consultants Offices	Revenue breakdown Retainer Contingency	Industries served	Top local executive Year founded
1 1	<b>TekPartners/MedPartners HIM</b> 5810 Coral Ridge Drive, Suite 250 Coral Springs 33076 www.tekpartners.com	(954) 656-8600 (954) 282-6070	\$41.5 \$26.3	23 1	10% 90%	Technology, human resources, marketing, finance/accounting, government solutions, oncology, operations, engineering, health care	Vito Scutero Harris Katz 2002
2 2	<b>Balance Financial</b> 6261 N.W. Sixth Way, Suite 206 Fort Lauderdale 33309 www.balancestaff.com	(954) 772-4888 (815) 301-2884	\$20.2 \$22.2	4 3	40% 60%	Finance and accounting, engineering, banking, IT, manufacturing, sales and marketing, call center, human resources	Aaron Knafo 1993
3 3	<b>Steven Douglas Associates</b> 3040 Universal Blvd., Suite 190 Weston 33331 www.stevendouglas.com	(954) 385-8595 (954) 385-1414	\$17.7 \$12	27 1	35% 65%	Accounting, finance, IT, wealth management, legal, retainer, HR	Steve Sadaka 1984
4 5	<b>Kforce</b> 1300 Sawgrass Corporate Parkway, Suite 210 Sunrise 33323 www.kforce.com	(954) 928-0800 (954) 771-7649	\$10 \$8	WND 2	WND WND	Technology, finance and accounting, health care, clinical research, global solutions, government solutions	John Megally 1962
5 6	<b>MSI Consulting</b> 350 E. Las Olas Blvd., Suite 1100 Fort Lauderdale 33301 www.msiconsulting.net	(954) 332-2424 (954) 332-2425	\$8.2 \$8	11 2	15% 85%	South-Florida based companies	Jody Moore 1997
6 9	<b>TopSource Staffing</b> 100 S. Pine Island Road, Suite 200 Plantation 33324 www.topsource.com	(305) 356-7422 (786) 272-0512	\$7.7 \$6	8 3	40% 20%	Executive-level placements in IT, ERP, accounting, finance, sales, marketing and HR	Gil Bonwitt Jason Sculliant 2005
7 7	<b>Genesis Global Recruiting</b> 3000 S.W. 148th Ave., Suite 116 Miramar 33027 www.genesis-global.com	(954) 433-5397 (954) 433-8142	\$7.1 \$6.7	WND 1	60% 40%	Entertainment, IT, legal, accounting and finance, sales, human resources, marketing, consumer goods	Anna Church 1999
8 4	<b>The Mergis Group</b> 2050 Spectrum Blvd. Fort Lauderdale 33309 www.mergisgroup.com	(954) 308-7600 (954) 308-7790	\$7 \$6	16 3	0% 100%	Finance and accounting, engineering and manufacturing, sales and marketing, legal, human resources	Andy Pober 1962
9 8	<b>American Recruiting and Consulting Group</b> 2400 N. Commerce Parkway, Suite 308 Weston 33326 www.arcqonline.com	(954) 342-0550 (954) 301-7965	\$6.5 \$6.2	8 2	5% 95%	Full-service firm	Gregg Podalsky 1998
10 10	<b>Sanford Barrows Group</b> 6015 Washington St. Hollywood 33023 www.sanfordbarrows.com	(305) 999-6240 (305) 999-6241	\$6.1 \$4.2	20 2	25% 75%	Accounting and finance, IT, financial services, administrative and health care	Drew Seder 2003
11 NR	<b>Heidrick &amp; Struggles</b> 501 Washington Ave., Suite 502 Miami Beach 33139 www.heidrick.com	(305) 262-9246 (305) 262-6697	\$5 \$4.5	2 1	33.3% 0%	Consumer, technology, industrial, life science, financial institutions, education/social enterprise	Guy M. Cote 1998
12 NR	<b>Mughal &amp; Associates</b> 3301 N.E. First Ave., Suite PH15 Miami 33137 www.marecruit.com	(305) 571-9590 (305) 571-9592	\$3.7 \$1.5	4 1	0% 100%	Banking, finance, property management, pharmaceutical, IT, supply chain, manufacturing, telecommunications	Ameer Mughal 2007
13 11	<b>Nason &amp; Nason</b> 95 Merrick Way, Suite 460 Coral Gables 33134 www.nasonsearch.com	(305) 476-1000 (305) 441-5735	\$3.1 \$3.2	15 1	15% 85%	Banking, international, financial services, wealth management, human resources, IT, marketing, accounting, insurance	Dennis H. Nason 1994
14 18	<b>Sherlock Technology Staffing</b> 1666 JFK Causeway, Suite 608 Miami Beach 33141 www.SherlockTech.com	(305) 651-6500 (305) 675-3841	\$2.2 \$1.6	16 2	10% 90%	Information technology in all industries	Alex Funkhouser 2006
15 15	<b>Jack Richman and Associates</b> 1451 W. Cypress Creek Road Fort Lauderdale 33309 www.floridatechjobs.com	(954) 389-9563 (954) 756-8080	\$2.1 \$1.9	5 1	10% 90%	Information technology, banking, financial services, travel, consulting, security, telecommunications, health care, manufacturing	Jack Richman 1985
16 14	<b>AnswerQuest Executive Search</b> 1055 S. Federal Highway Hollywood 33020 www.answerquest.net	(954) 961-1101 (954) 342-8888	\$2 \$1.9	9 1	25% 75%	Security, retail, medical technology, technology sales	Paul Silitsky 1998
17 16	<b>WolfCreek Consulting</b> 7351 Wiles Road, Suite 207 Coral Springs 33365 www.wccstaffing.com	(954) 344-4993 (954) 344-9550	\$1.9 \$1.9	10 2	25% 75%	Health care, finance and accounting, customer service, call centers, sales, engineering	Jay Reynolds 1997
18 17	<b>A Prime Solution</b> 1909 S.E. Fourth Ave. Fort Lauderdale 33316 www.aprimesolution.com	(954) 563-3323 (954) 566-8946	\$1.8 \$1.8	7 1	15% 85%	Executive search, technology, supply chain, finance, marketing, Latin America, contract, full-time	Ann Marie Glazer 2003
19 NR	<b>Amrop Seelig y Conde</b> 1111 Brickell Ave., Suite 175 Miami 33131 www.syc-amrop.com/www.amrop.com	(305) 577-8775 (305) 577-8552	\$1.8 \$0.73	4 1	WND WND	All	Eduardo Rabassa 2001
20 24	<b>Howard Williams &amp; Rahaim</b> 105 S. Narcissus Ave., Suite 806 West Palm Beach 33401 www.hwrlgal.com	(561) 833-4888 (561) 833-2343	\$1.3 \$1.2	6 1	0% 25%	Law firms, corporations	John G. Williams 1983
21 NR	<b>The Bentley Group</b> 9826 Via Amati Lake Worth 33467 www.bentleygrp.com	(561) 422-9122 (561) 404-0612	\$1.3 \$0.8	6 2	10% 90%	Health care, accounting, finance, Internet technology, legal, retail, medical/pharmaceutical sales, call center	Bennett S. Vivona 1994
22 25	<b>Kunin Associates</b> 608 S.E. Sixth St., Suite 4 Fort Lauderdale 33301 www.kuninassociates.com	(954) 468-3636 (954) 468-3601	\$1.29 WND	6 1	20% 80%	Public accounting, hospitality, manufacturing, real estate, financial services, Fortune 500, professional services	Jo-Anne Kunin 1995
23 21	<b>Caruso &amp; Associates</b> 990 Stinson Way, Suite 201 West Palm Beach 33411 www.carusoassociates.com	(561) 683-2336 (775) 942-6098	\$1.25 \$1.2	2 1	100% 0%	Medical, real estate, financial	Dennis J. Caruso 1992
24 NR	<b>Solomon Mansure Group</b> 950 S. Pine Island Road Plantation 33324 www.solomonmansure.com	(954) 796-3300 (954) 827-0731	\$0.993 \$0.3	4 1	10% 90%	Legal	Felice Solomon 2009
25 22	<b>DMR Global Recruiting</b> 10230 W. Sample Road Coral Springs 33065 www.dmrglobal.com	(954) 796-5043 (954) 796-5044	\$0.99 \$1.2	7 2	80% 20%	Engineering, treasury, construction, nonprofit, medical, aviation, aerospace, banking, government, manufacturing	Ron Daratany 1998

## TOP 5

2010 SOUTH FLORIDA REVENUE (MILLIONS)

**TekPartners/MedPartners HIM**  
\$41.5

**Balance Financial**  
\$20.2

**Steven Douglas Associates**  
\$17.7

**Kforce**  
\$10

**MSI Consulting**  
\$8.2

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

2010 SOUTH FLORIDA REVENUE (MILLIONS)

**Messett Associates**  
\$970,000

**Marcum Search**  
\$960,000

**Brickell Personnel Services**  
\$750,000

**Now Hiring You LLC**  
\$750,000

**Creative Financial Staffing**  
\$600,000

## HISTORIC TOP 5 (2005)

NUMBER OF SOUTH FLORIDA PLACEMENTS, 2004

**Spherion**  
369

**TekPartners**  
317

**Steven Douglas Associates**  
186

**Kforce**  
144

**The Bentley Group**  
128

## UPCOMING LISTS

- May 20: Law firms; litigation support accounting firms
- May 27: Office buildings
- June 3: Largest employers
- June 10: Highest-paid CEOs; Fastest-growing companies

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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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