

# Top 25 Executive Search Firms by Salary

Ranked by average salary of placements made in South Florida in 2010; ties broken by number of placements

## TOP 5

AVERAGE SALARY OF PLACEMENTS

Heidrick & Struggles	\$400,000
Prolaurum	\$378,000
Messett Associates	\$288,000
Caruso & Associates	\$250,000
International Insurance Consultants	\$210,000

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

AVERAGE SALARY OF PLACEMENTS

Now Hiring You	\$82,500
TopSource Staffing	\$82,000
MSI Consulting	\$80,000
Gene Rogers Associates	\$75,000
Brickell Personnel Services	\$75,000

## TOP 5 BY PLACEMENTS

NUMBER OF SOUTH FLORIDA PLACEMENTS

TekPartners/MedPartners HIM	495
Balance Financial	438
American Recruiting and Consulting Group	388
Kforce	240
Sherlock Technology Staffing	210

## 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

## REPRINT INFORMATION

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Rank 2011 2010	Company name Address	Phone Fax Web site	2010 Average salary of placements No. of placements	S. Fla. Search consultants Offices	Revenue breakdown: Retainer Contingency	Industries served	Top local executive Year founded
1 NR	Heidrick & Struggles 501 Washington Ave., Suite 502 Miami Beach 33139	(305) 262-9246 (305) 262-6697 www.heidrick.com	\$400,000 25	2 1	33.3% 0%	Consumer, technology, industrial, life science, financial institutions, education/social enterprise	Guy M. Cote 1998
2 1	Prolaurum 20900 N.E. 30th Ave., 8th floor Aventura 33180	(786) 464-8802 (786) 513-0888 www.prolaurum.com	\$378,000 5	1 1	100% 0%	Financial services, pharmaceutical, technology, communications, agribusiness	Eduardo Comella 2002
3 2	Messett Associates 7700 N. Kendall Drive, No. 502 Miami 33156	(305) 275-1000 (305) 274-4462 www.messett.com	\$288,000 11	1 1	100% 0%	Most industries, acquisitions, mergers & JV partner investigation	William J. Messett III 1987
4 3	Caruso & Associates 990 Stinson Way, Suite 201 West Palm Beach 33411	(561) 683-2336 (775) 942-6098 www.carusoassociates.com	\$250,000 15	2 1	100% 0%	Medical, real estate, financial	Dennis J. Caruso 1992
5 5	International Insurance Consultants 645 S.E. 10th St. Deerfield Beach 33441	(954) 421-0122 (954) 449-0499 www.insurancerecruitersusa.com	\$210,000 9	3 1	55% 45%	Property and casualty insurance industry worldwide	Glenn Wootton 1981
6 4	Executec Recruiters 2835 Executive Center Drive Boca Raton 33431	(561) 637-1331 www.executecrecruiters.com	\$200,000 113	8 2	0% 100%	All industries, including physicians, RNs, IT, executives and management, accounting, insurance, high technology	Debbie Krausert 2000
7 9	Steven Douglas Associates 3040 Universal Blvd., Suite 190 Weston 33331	(954) 385-8595 (954) 385-1414 www.stevendouglas.com	\$155,000 130	27 1	35% 65%	Accounting, finance, IT, wealth management, legal, retainer, HR	Steve Sadaka 1984
8 7	Jack Richman and Associates 1451 W. Cypress Creek Road Fort Lauderdale 33309	(954) 389-9563 (954) 756-8080 www.floridatechjobs.com	\$140,000 142	5 1	10% 90%	Information technology, banking, financial services, travel, consulting, security, telecommunications, health care, manufacturing	Jack Richman 1985
9 11	Marcum Search 450 E. Las Olas Blvd., Suite 950 Fort Lauderdale 33301	(954) 320-8000 (954) 320-8001 www.marcumsearch.com	\$140,000 WND	4 1	10% 90%	Accounting, finance, IT and HR for Fortune 1000, privately held companies and CPA firms	Michael Paris 2008
10 NR	Howard Williams & Rahaim 105 S. Narcissus Ave., Suite 806 West Palm Beach 33401	(561) 833-4888 (561) 833-2343 www.hwrlegal.com	\$135,000 WND	6 1	0% 25%	Law firms, corporations	John G. Williams 1983
11 13	Genesis Global Recruiting 3000 S.W. 148th Ave., Suite 116 Miramar 33027	(954) 433-5397 (954) 433-8142 www.genesis-global.com	\$133,000 WND	WND 1	60% 40%	Entertainment, IT, legal, accounting and finance, sales, human resources, marketing, consumer goods	Anna Church 1999
12 10	Sherlock Technology Staffing 1666 JFK Causeway, Suite 608 Miami Beach 33141	(305) 651-6500 (305) 675-3841 www.sherlocktech.com	\$132,000 210	16 2	10% 90%	Information technology in all industries	Alex Funkhouser 2006
13 NR	Kforce 1300 Sawgrass Corporate Parkway, Suite 210 Sunrise 33323	(954) 928-0800 (954) 771-7649 www.kforce.com	\$120,000 240	WND 2	WND WND	Technology, finance and accounting, health care, clinical research, global solutions, government solutions	John Megally 1962
14 12	AnswerQuest Executive Search 1055 S. Federal Highway Hollywood 33020	(954) 961-1101 (954) 342-8888 www.answerquest.net	\$118,940 84	9 1	25% 75%	Security, retail, medical technology, technology sales	Paul Silitsky 1998
15 6	Balance Financial 6261 N.W. Sixth Way, Suite 206 Fort Lauderdale 33309	(954) 772-4888 (815) 301-2884 www.balancestaff.com	\$115,000 438	4 3	40% 60%	Finance and accounting, engineering, banking, IT, manufacturing, sales and marketing, call center, human resources	Aaron Knafo 1993
16 15	Sanford Barrows Group 6015 Washington St. Hollywood 33023	(305) 999-6240 (305) 999-6241 www.sanfordbarrows.com	\$115,000 WND	20 2	25% 75%	Accounting and finance, IT, financial services, administrative, health care	Drew Seder 2003
16 21	Stephen James Associates 200 W. Cypress Creek Road, Suite 250 Fort Lauderdale 33309	(954) 577-2538 www.stephenjames.com	\$115,000 WND	17 3	35% 65%	Accounting, finance, banking, asset management, wealth management, financial services, private equity	Rick Connolly 1994
18 22	A Prime Solution 1909 S.E. Fourth Ave. Fort Lauderdale 33316	(954) 563-3323 (954) 566-8946 www.aprimesolution.com	\$110,000 48	7 1	15% 85%	Executive search, technology, supply chain, finance, marketing, Latin America, contract, full-time	Ann Marie Glazer 2003
19 14	Nason & Nason 95 Merrick Way, Suite 460 Coral Gables 33134	(305) 476-1000 (305) 441-5735 www.nasonsearch.com	\$105,000 WND	15 1	15% 85%	Banking, international, financial services, wealth management, human resources, IT, marketing, accounting, insurance	Dennis H. Nason 1994
20 18	Next Step Group 11631 Sunrise View Lane Wellington 33467	(561) 352-7939 (800) 867-0713 www.4nextstep.com	\$100,000 31	1 1	25% 75%	Software, consulting, outsourcing, business products, business services	Glenn Davis 2002
21 24	Kunin Associates 608 S.E. Sixth St., Suite 4 Fort Lauderdale 33301	(954) 468-3636 (954) 468-3601 www.kuninassociates.com	\$91,500 88	6 1	20% 80%	Public accounting, hospitality, manufacturing, real estate, financial services, Fortune 500, professional services	Jo-Anne Kunin 1995
22 NR	TekPartners/MedPartners HIM 5810 Coral Ridge Drive, Suite 250 Coral Springs 33076	(954) 656-8600 (954) 282-6070 www.tekpartners.com	\$90,000 495	23 1	10% 90%	Technology, human resources, marketing, finance/accounting, government solutions, oncology, operations, engineering, health care	Vito Scutero Harris Katz 2002
23 23	DMR Global Recruiting 10230 W. Sample Road Coral Springs 33065	(954) 796-5043 (954) 796-5044 www.dmrglobal.com	\$88,000 56	7 2	80% 20%	Engineering, treasury, construction, nonprofit, medical, aviation, aerospace, banking, government, manufacturing	Ron Daratany 1998
24 20	American Recruiting and Consulting Group 2400 N. Commerce Parkway, Suite 308 Weston 33326	(954) 342-0550 (954) 301-7965 www.arcgonline.com	\$87,500 388	8 2	5% 95%	Full-service firm	Gregg Podalsky 1998
25 NR	WolfCreek Consulting 7351 Wiles Road, Suite 207 Coral Springs 33365	(954) 344-4993 (954) 344-9550 www.wccstaffing.com	\$85,000 121	10 2	25% 75%	Health care, finance and accounting, customer service, call centers, sales, engineering	Jay Reynolds 1997

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. 8, GF Inc., declined to provide survey data

Source: The firms

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