

Hunt Scanlon Top 50 Recruiters

Firm Name	Revenue (\$ millions)	Percent Change	No. of Consultants	No. of Offices	Primary Contact	Phone Number
1. Korn Ferry ^a	1,055.0	+ 4.8	490	35	Gary D. Burnison	(310) 226-2613
2. Spencer Stuart ^b	554.5	+ 11.2	265	27	Ben Williams	(312) 822-0080
3. Russell Reynolds Associates ^c	436.6	+ 16.0	157	19	Clarke Murphy	(212) 351-2000
4. Heidrick & Struggles	415.4	+ 2.5	179	21	Krishnan Rajagopalan	(202) 331-4900
5. Egon Zehnder ^d	325.9	+ 6.0	180	20	Karl Alleman	(312) 260-8846
6. Diversified Search Group	103.0	+ 71.4	108	14	Dale Jones	(202) 296-2122
7. True	91.2	+ 36.1	58	13	Brad Stadler / Joe Riggione	(646) 434-0319
8. Odgers Berndtson	77.3	+ 12.0	89	19	Steve Potter	(646) 553-4758
9. Kaye/Bassman - Sanford Rose	75.3	+ 18.2	208	106	Jeff Kaye / Nicholas Turner	(972) 931-5242
10. WittKieffer	67.0	+ 7.2	106	12	Andrew P. Chastain	(630) 990-1370
11. ZRG Partners	63.4	+ 73.3	61	21	Larry Hartmann	(201) 560-9900
12. Klein Hersh	52.0	+ 30.0	37	1	Fern Klein	(215) 830-7371
13. Caldwell ^e	50.0	+ 7.7	42	13	John Wallace	(416) 920-7702
14. Options Group	46.1	+ 7.2	107	4	Mike Karp	(212) 982-0900
15. Major, Lindsey & Africa ^f	44.5	+ 5.8	166	21	John Cashman	(312) 456-5601
16. Isaacson, Miller	40.1	+ 10.8	37	6	Vivian Brocard	(617) 262-6500
17. ON Partners	37.9	+ 44.7	24	9	Tim Conti	(440) 945-4123
18. Riviera Partners	37.2	+ 20.0	35	8	William Hunsinger	(877) 748-4372
19. JM Search	36.0	+ 24.1	55	4	John C. Marshall	(610) 964-0200
20. Solomon Page	33.0	+ 5.0	48	16	Lloyd Solomon / Scott Page	(212) 219-0697
21. SPMB Executive Search	31.0	+ 30.8	75	4	Kevin Barry	(415) 924-7200
22. Herbert Mines Associates	24.0	0.0	7	1	Hal Reiter / Brenda Malloy	(212) 355-0909
23. Bay Street Advisors, LLC	22.0	+ 29.4	20	1	Kevin P. Mahoney	(646) 278-4331
24. McDermott + Bull	19.8	+ 23.0	17	9	Rod McDermott	(949) 753-1700
25. CristKolder	18.9	0.0	4	1	Peter Crist	(630) 321-1118
26. Catalyst Advisors	18.1	0.0	9	3	John Archer	(212) 775-0800
27. Charles Aris, Inc.	17.3	+ 26.3	34	1	Chad Oakley	(336) 378-1818
27. Aceritude	17.3	+ 32.0	9	8	Kevin O'Neill / Rick DeRose	(212) 861-0002
28. Slayton Search Partners	17.0	+ 12.0	10	1	Rick Slayton	(312) 456-0080
29. StevenDouglas	15.9	+ 26.2	39	15	Steven Sadaka / Matt Shore	(954) 385-8595
30. Sheffield Haworth	15.5	+ 46.2	9	1	Julian Bell	(212) 593-7119
30. IQ Talent Partners	15.5	+ 25.0	56	2	David Windley	(629) 255-0709
31. EMA Partners	15.4	+ 27.0	34	12	Chris Pantelidis	(212) 808-3077
32. Direct Recruiters, Inc.	15.3	+ 7.8	60	1	Dan Charney	(440) 996-0865
33. ForceBrands	15.0	+ 25.0	28	4	Josh Wand	(212) 966-2417
34. Furst Group/Salveson Stetson	13.7	+ 13.2	11	10	Bob Clarke	(800) 642-9940
35. Morgan Samuels	13.6	+ 10.6	23	5	Bert Hensley	(310) 205-2208
36. Quest Groups, LLC	13.2	0.0	34	1	Joe Kosakowski	(650) 328-4100
37. RSR Partners	12.6	- 25.9	12	6	Barrett Stephens	(203) 618-7022
38. Leathwaite	11.0	+ 25.0	4	1	Andrew Wallace	(646) 461-9100
38. Chartwell Partners	11.0	+ 31.0	10	4	R. Stuart Bush	(214) 269-1907
39. Beecher Reagan Advisors	10.9	- 1.8	8	3	Clark Beecher	(713) 800-7497
40. NGS Global LLC	10.2	+ 24.4	10	8	David Nosal	(415) 369-2200
40. CarterBaldwin Executive Search	10.2	+ 5.2	6	2	David Clapp	(678) 448-0009
41. The Jacobson Group	10.0	+ 25.0	12	1	Gregory Jacobson	(866) 614-7849
41. Howard Fischer Associates	10.0	+ 19.1	12	4	Howard Fischer / Adam Fischer	(215) 568-8363
41. Coulter Partners	10.0	+ 25.0	6	4	Bianca Coulter / Nicholas Green	(973) 705-1217
42. Tri-Search	9.2	+ 15.0	8	5	Bob Aylsworth	(720) 639 7960
43. Hanold Associates	9.1	+ 16.7	10	2	Jason Hanold	(847) 332-1333
44. RevelOne ^g	8.3	+ 66.0	33	Remote	Gary Calega	(415) 699-6365
45. Slone Partners	8.0	+ 50.0	15	18	Leslie Loveless	(812) 298-9298
46. Lindauer	7.9	+ 21.5	12	6	Deborah Taft	(617) 829-0880
47. Strawn Arnold & Associates	7.8	- 8.2	12	5	John Groover	(512) 263-1131
48. Academic Search	7.6	+ 30.0	29	1	Jay Lemons	(202) 332-4049
49. Fairway Consulting Group	7.5	+ 35.0	15	1	Dan Gold	(516) 596-2800
50. NorthWind Partners	7.2	+ 10.0	9	2	Mark HuYoung	(703) 359-2953

a) As of 2/1/19 – 1/31/20 b) As of 9/30/19 c) Changed revenue reporting basis to U.S. GAAP, which now includes administrative fees and client reimbursables.
d) As of 10/31/19 e) As of 8/31/19 f) Total revenue of \$97 million g) All consultants remote