

Executive recruiters (Ranked by number of 2005 local placements)

Rank	Name Address	Phone/ Fax/ Web	2005 local placements	No. of local recruiters	Min. compensation level for execs. placed	Fees: charged as % of first year's salary/ paid by employer	% of local business fees from retainer/ contingency	Sample of industries served	Chief executive/ title
1.	Liberty Personnel Services 625 Ridge Pike Building E., Suite 210 Conshohocken, Pa. 19428	610-941-6300 610-941-2424 www.libertyjobs.net	709	30	\$70,000	25% to 33% 100%	10% 90%	IT, engineering, pharmaceutical, accounting, manufacturing, administrative and scientific	Daniel Gallagher president
2.	Global Employment Solutions Inc. 100 Presidential Blvd. Bala Cynwyd, Pa. 19004	610-667-1820 610-668-5000 www.gesnetwork.com	679	40	\$30,000	33% 100%	25% 75%	Information technology, engineering, manufacturing, financial services, banking	Lee Elkinson division president/ partner
3.	Kforce Professional Staffing 1760 Market St. Philadelphia, Pa. 19103	215-665-1717 215-665-2894 www.kforce.com	475	19	\$30,000	25% 100%	5% 95%	Financial services, manufacturing, pharmaceutical, healthcare, consumer goods, technology	Andy McKinley market director
4.	QUAD656 656 E. Swedesford Road, Suite 112 Wayne, Pa. 19087	610-687-6441 610-687-6442 www.quad656.com	413	23	WND	WND 100%	0% 100%	Accounting, finance and administrative staffing for all industries	Sheila Matthews principal
5.	Concord Search Group 600 W. Germantown Pike Plymouth Meeting, Pa. 19462	610-940-0550 610-940-0711 www.concordsearch.com	350	12	\$150,000	30% 100%	100% 0%	Life science, pharmaceutical, biotechnology, technology, software and consulting services	Brian and Leigh Filippini founders
6.	Worlco Computer Resources Inc. 997 Old Eagle School Road Wayne, Pa. 19087	610-293-9070 610-293-1027 www.worlco.com	205	17	\$35,000	Up to 35% 100%	20% 80%	Information technology-related professionals, executives, consultants and sales professionals	Robert Hughes managing partner, New Jersey
7.	Banister International 2005 Market St. Philadelphia, Pa. 19103	267-256-2300 267-330-0333 www.banister.cc	200	20	\$100,000	30% 100%	100% 0%	Consumer packaged goods, hospitality, beverage, financial services, legal	Patrick Sylvester CEO
8.	Korn/Ferry International 1835 Market St., Suite 2000 Philadelphia, Pa. 19103	215-496-6666 215-568-9911 www.kornferry.com	154	18	\$150,000	33% 100%	100% 0%	Financial services, healthcare services, hospitals and hospital systems, healthcare products	David Shabot managing director
9.	Eagle Technical Staffing Inc. 415 E. Butler Ave. New Britain, Pa. 18901	267-880-1650 267-880-1655 www.eagle-staffing.com	153	9	\$75,000	25% 100%	10% 90%	Engineering, IT, financial, medical, biotechnology/biopharmaceutical, environmental	Jeffrey Frantz president
10.	Navigator Resources 64 E. Uwchlan Ave. Exton, Pa. 19341	610-321-9800 610-321-9803 www.navigatorresources.com	137	9	\$75,000	25% to 30% 100%	70% 30%	Insurance, financial services, pharmaceutical, medical device, healthcare, legal, biotechnology	Robert Srolis president/CEO
11.	Management Recruiters of Philadelphia 325 Chestnut St. Philadelphia, Pa. 19106	215-829-1900 215-829-1919 www.mriphiladelphia.net	127	11	\$70,000	25% to 30% 100%	60% 40%	Construction, engineering, architecture, financial, accounting, investments, insurance	Tom Lucas general manager
12.	Scientific Search 101 East Gate Drive Cherry Hill, N.J. 08034	856-761-0900 856-731-0910 www.scientificsearch.com	123	12	\$60,000	30% 100%	10% 90%	Pharmaceutical, biotechnology, medical device, healthcare management, engineering and IT	Joe Peters president
13.	Spencer Stuart One Commerce Square Philadelphia, Pa. 19103	215-814-1600 215-814-1681 www.spencerstuart.com	121	8	\$230,000	33% 100%	100% 0%	Life sciences, financial services industrial consumer goods and services, education, nonprofit	Frank Marsteller office manager
14.	Diversified Search 1 Commerce Square, Suite 3300, 2005 Market St. Philadelphia, Pa. 19103	215-656-3543 215-568-8399 www.diversifiedsearch.com	120	29	\$120,000	33% 100%	100% 0%	Healthcare, financial services nonprofit and higher education, life sciences, technology, media	Judith von Seldeneck chairman/CEO
15.	Empire International 1147 Lancaster Ave. Berwyn, Pa. 19312	610-647-7976 610-647-8488 www.empire-internl.com	83	7	\$100,000	33% 100%	100% 0%	Medical devices, precious metals, electronics, specialty chemicals, metal stamping/forming	C. Combe president
16.	Cole, Warren & Long Inc. Two Penn Center Plaza, Suite 312 Philadelphia, Pa. 19102	215-563-0701 215-563-2907 www.cwl-inc.com	77	8	\$150,000	NA 100%	100% 0%	All	Ronald Cole president/CEO
17.	Tyler & Co. 5 Christy Drive, Suite 108 Chadds Ford, Pa. 19317	610-558-6100 610-558-6101 www.tylerandco.com	74	1	\$100,000	33% 100%	100% 0%	Healthcare	Patricia Hoffmeir SVP
18.	Construction Staffing 2865 S. Eagle Road, Suite 315 Newtown, Pa. 18940	215-504-0908 215-504-4239 www.constructionstaffinginc.com	70	2	\$65,000	25% 100%	50% 50%	Commercial construction, residential construction, mechanical construction, real estate developers	Stacy Cohen president
19.	Health and Science Center Inc. 209 Hunter St., Suite 202, P.O. Box 213 Lima, Pa. 19037	610-891-0714 610-891-0492 www.healthandsciencecenter.com	58	6	\$50,000	20% to 30% 100%	10% 90%	Healthcare, food services, pharmaceutical, biotech	Tim McGrath president
20.	Heidrick & Struggles International Inc. 18th and Cherry streets Philadelphia, Pa. 19103	215-988-1000 215-988-9496 www.heidrick.com	55	7	WND	33% 100%	100% 0%	Industrial, consumer, financial services, technology, HC/LS	Kenneth Kring managing partner
21.	Salveson Stetson Group Inc. 150 N. Radnor-Chester Road, Suite F100 Radnor, Pa. 19087	610-341-9020 610-341-9025 www.ssgsearch.com	50	11	\$150,000	33% 100%	100% 0%	Consumer products, healthcare, manufacturing, professional services, utilities and nonprofit	Sally Stetson principal
22.	Kreischer Miller-Human Capital 200 Gibraltar Road Horsham, Pa. 19044	215-441-4600 215-672-8224 www.kmco.com	40	4	\$75,000	25% 100%	15% 85%	Manufacturing/distribution, healthcare, biotechnology, hospitals, investment institutions	Tyler Ridgeway director
23.	FPC Fortune/Fortune Group 1410 W. Street Road Warminster, Pa. 18974	215-675-3100 215-675-3080 NA	38	5	\$100,000	25% 100%	30% 70%	Clinical research, pharmaceutical biotechnology	Michael Strand president
24.	Resource Development Co. Inc. 925 Harvest Drive Blue Bell, Pa. 19444	215-628-2293 215-628-2780 www.rdcinc.com	37	3	\$100,000	30% 100%	100% 0%	Manufacturing, financial services, nonprofit	Christopher Bilotta president
25.	DHR International 1500 Market St. Philadelphia, Pa. 19102	215-665-5683 215-665-5711 www.dhrinternational.com	35	2	\$125,000	33% 100%	100% 0%	All industries	Michael Volpe managing director

The List

RETAINER VS. CONTINGENCY

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LIST FACTS

NA=Not available
WND=Would not disclose
Ties listed alphabetically

Source: Listed companies.

Information on this list was supplied by individual companies through questionnaires and could not be independently verified by the Philadelphia Business Journal. Only those that responded to our inquires were listed. If you wish to be surveyed when this list is next updated, or if you wish to be considered for other Lists, please visit www.biz-journals.com/philadelphia/bol_survey/ to complete a nomination form for your company.
Researched by: Sharon Oliver and Shree Scott-Thurston.



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