

# How to read an entry



## SAMPLE ENTRY

### EMMERSON LYNDHURST & PARTNERS

438 Piccadilly Tel: 44 (0) 20 7486 4444  
 London W1J 9SF Fax: 44 (0) 20 7486 8888  
 enquiries@emmerson-lyndhurst.com  
 www.emmerson-lyndhurst.com

#### Mike Emmerson Managing Director

memmerson@e-l.com

**Recruiting Areas:** Logistics, Supply Chain and Distribution.

**Biography:** Formed Emmerson Lyndhurst & Partners in 1993. Mike has been an interim manager himself and has 15 years experience in search & selection.

#### Colin Hyder Senior Associate

chyder@e-l.com

**Recruiting Areas:** Legal, HR, Finance.

**Biography:** Colin is a qualified barrister who worked in Corporate M&A for over 10 years. Colin has been in the Interim Management sector for six years and covers a wide range of industries.

#### Other Office(s):

7 Broadgate Tel: 44 (0) 20 7339 4444  
 Manchester M14 3FX Fax: 44 (0) 20 7339 8888

#### Stephen Lyndhurst Managing Director

slyndhurst@e-l.com

**Recruiting Areas:** Venture Capital & Private Equity.

**Biography:** An executive search/management consultant with over 20 years general management and director experience, including five with a European Venture Capital House. Stephen joined the interim arm of Emmerson Lyndhurst & Partners in 2003.

#### Mike Clark Senior Associate

mclark@e-l.com

**Recruiting Areas:** Legal.

**Biography:** A qualified barrister who worked in Corporate M&A for over 10 years, Mike specialises in the placement of partners in both in-house and professional legal firms.

**Profile of Firm:** Founded by Emmerson and Lyndhurst in 1993. The firm provides interim managers across a range of disciplines at board and senior levels.

**Membership of Professional Body or Association:** IMA.

#### Methodology:

Agency 10% Supplier 90%

**Number of Consultants:** 850

**Number of Researchers/Analysts:** 5

**Number of Assignments Handled Last Financial Year:** 45

**Fee Income Last Financial Year:** £975,000

#### Salary Range of Assignments:

£350 to £500 / day 30% £500 to £700 / day 70%  
 day 20%

**International Partners & Associates:** Offices throughout Europe, Member of International Recruiting Network.

**Fees, Guarantees & Off-limits:** 25 - 30% of salary for period employed, depending on the nature of the assignments. Current clients remain off limits for 2 years.

**Major Clients:** Include Stewart Wright & Partners, Oakley Bank Worldwide, Horne & Co, and Wells Solicitors.

**Other Services:** Executive Search & Selection, Management Assessment.

#### Contact Information

Postal address, telephone, fax, email address and company website.

#### Consultant Recruiting Area

A key field, particularly at Executive level. These areas are often more specific than the company functions and industry indexes, allowing you to identify the most suitable professional recruiter.

#### Consultant Information

Name, job title, qualifications, email address and biography of each individual consultant.

#### Biography

A brief career description of the recruiter, including areas of expertise.

#### Profile of Firm

Fact-based description of the firm and its principal activities.

#### Statistics of Firm

Financial performance, resources and activity levels.

#### International Partners

Membership of international recruiting partnerships or associates.

#### Major Clients

Where available.

#### Methodology

For recruitment firms: Breakdown of recruiting methodology e.g. Retained Search, Contingency Search or Selection. For Interim providers: Indication of who pays the Interim Manager e.g. on an Agency or Supplier basis.

#### Salary Range of Assignments/ Interim Manager Daily Rate

For recruitment firms: The percentage of assignments conducted between 2009 and 2010 broken down by salary range. For interim providers: The percentage of assignments conducted in the past 12 months broken down by range of daily rates.

#### Fees, Guarantees & Off Limits

Details of how the firm charges for its assignments and guarantees under which it works.

#### Other Services

Additional HR services offered by the company.