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TEAM EGON ZEHNDER



RAJEEV VASUDEVA
PARTNER



GOVIND IYER
PARTNER

SANJIV SACHAR
MANAGING
PARTNER



SONNY IQBAL
PARTNER



R SURESH
MD, STANTON CHASE



He is one of the most visible faces of the search industry in India, and clearly a big game player. Some clients like Anil Agrawal of Vedanta swear by him, and he has done some landmark searches in the manufacturing sector for a variety of clients like TVS, the Murugappa Group, and the AV Birla Group. Suresh, a former CEO at ABC Consulting, started Stanton Chase India in 1999 and has taken the search firm to the top league working across most sectors. This cricket buff has to his credit some high-profile CEO searches like Kuldeep Kaura, CEO, Vedanta; Sanjeev Aga, MD, Idea Cellular; Vivek Mansingh, country manager of Dell's India R&D Center; Ganesh Natarajan, deputy chairman, Zensar, among many others.



PREETY KUMAR
MANAGING PARTNER,
AMROP INTL

She is one of the most influential headhunters in the search industry, and respected by even her competitors for two qualities — her deep insights in the consumer space, and her ability to work extremely hard to get the best candidates. During her 16 years in the search business, Kumar has worked for clients like Pepsico, SAB Miller, Sony Entertainment, Gillette, Bharti Airtel, HT Media, Marico, and the Sanmar Group, among others. In an era when CXO search mandates are distributed between different firms by companies, her clients swear by Kumar.

ATUL VOHRA
MANAGING PARTNER,
TRANSEARCH



Vohra started two successful search firms from scratch with partner Uday Chawla. After establishing the operations of the venerable Heidrick & Struggles in 1998, the duo quit and set up Transearch in 2004. This year Vohra has been the highest biller in emerging economies for Transearch worldwide, and his growing roster of clients range from Dabur to Whirlpool to Alstom to Axa. He is known to have long standing relations with companies while helping them build performance driven teams. Having worked for an HR consulting firm, Vohra says he likes doing "change management" and "business turnaround" initiatives that create impact.



SUNIT MEHRA
MANAGING PARTNER,
HUNT PARTNERS

Though Hunt Partners has just celebrated three years of existence, Mehra has been in the search business for ten years of which six years were with Horton. A Wharton alum, he has managed to build a successful franchise in financial services and IT, along with partner Arjun Erry. His firm's recent searches include MDs for PE firm Clearwater Capital, BPO Serco, and IT company 3Com, and he has managed to build an impressive capability in the growing PE sector. Mehra also runs a search firm called Third Sector Partners which focuses on the non-profit and non-governmental sectors, while Mehra Sr. runs a firm focused on Middle East market.

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P DOGS

The Egon Zehnder quartet of Sanjiv Sachar, Sonny Iqbal, Rajeev Vasudeva and Govind Iyer are clearly the top dogs in the search business in India. One of the first international search firms to set up shop in India, Egon has been at the top in CXO search locally even when it's not the top pick globally, and that speaks a lot about the work the local partners have done over the years. "Our quality of consultants and value system has helped us achieve a position of respect," says managing partner Sanjiv Sachar.

Egon's Indian practice continues to be among the fastest growing globally along with China, a fact that Sachar acknowledges in a telephone interview from Athens, where the partners are attending a global conference. Contrary to what's believed, 70% of the firm's revenues come from local Indian companies and its revenues are estimated between Rs 30-35 crore. Some of their recent publicly known marquee searches have been the Centurion Bank of Punjab top leadership team, Vinita Bali for Britannia, and Guneet Chadha for Deutsche Bank (India).



DEEPAK GUPTA

MD, KORN/FERRY

The ex-banker, ex-management consultant turned executive search honcho has led the world's number one search firm (as per Hunt-Scanlon's ranking) in India since 1999. Though he manages Korn/Ferry's India operations, Gupta also focuses on CXO searches in the financial services and professional services sectors. Aided by colleagues such as Ketaki Gupte, Madhav Saran, and Geeta Dang, Gupta and his team have managed to grab some of the top CEO searches lately, and stage an impressive comeback after the firm went through a rough patch three years ago.

RONESH PURI

MD, EXECUTIVE
ACCESS



If HongKong-based Ranjan Marwah, often described as one of Asia's best headhunters, chose Ronesh Puri to head the Indian arm of his firm, it's with a reason. Puri is passionate about the search business, and his excellent track record speaks for itself — over 70 successful CEO searches, and nearly 250 leadership positions, across sectors. Some well known names Puri has helped place are Kanti Bajpai for the Doon School, Anil Chawla of DE Shaw, and Vijay Mantri, CEO, Deutsche AMC. Currently he is focusing on the financial and real estate sectors, though a personal passion remains education.



SONAL AGRAWAL

MD, ACCORD INDIA

She comes from the first family of recruiting in India — her father Dr Bish Agrawal, co-founded ABC Consulting, a leading recruitment firm, husband Tarun Bali co-heads Manpower India, younger sister Toral works with her, while brother Shiv is CEO of ABC Consulting. With credentials like hers, one would assume that success comes easy, but Agrawal has worked hard to bring Accord to the respectable position it enjoys today in the hyper-competitive search industry. She has closed some marquee searches in financial services and is among the most well-connected search executives.

SANJAY KAPOOR

COUNTRY HEAD,
RUSSELL REYNOLDS



One of the search industry's most respected global firms chose Kapoor to start its India operations last year. And he has been silently building the Russell Reynolds franchise and has, in a short time, managed important searches for large MNCs, PE firms, and leading industrial houses. Kapoor has worked in senior positions in companies like Mirant, Powergen, and ANZ Grindlays before joining executive search. A firm and a headhunter to watch out for.



ANJALI BANSAL

CEO, SPENCER STUART

This ex-McKinsey consultant moved from Egon Zehnder last year to head Spencer Stuart in India, much to the surprise of many old hands in the profession. Since then Bansal has been busy carving out a business in India, and Spencer Stuart has begun making its presence felt in some high profile CEO and board searches. With a well-respected brand name, and world class resources among its ranks, the firm is looking to make its mark in the one of world's fastest growing emerging economies and so is Bansal.