

# Consumer Retail Practice

We realize that in order to successfully identify the best leadership teams for our clients it is essential that our consultants understand the unique challenges of the organizations and industries they serve. Our consultants' first-hand knowledge of the retail world stems from their past careers as leaders in the industry—they are able to deliver advice and insight beyond the boundaries of the traditional search process because they have worked for many of the industry's top retailers.

Our engagements at the CEO and board-level and continued success demonstrates that we have a long-standing history of identifying the leaders organizations need.

- **Retail expertise:** Our clients confirm that one of our key strengths is the depth and breadth of knowledge and industry experience our cohesive team brings to leadership identification, development and retention.
- **Best team approach:** For each assignment a unique team is assembled comprised of industry and functional experts, as well as Executive Assessment consultants so that each engagement has the benefit of industry knowledge and experience, and our understanding of your firm's culture and leadership needs.
- **Global reach, local knowledge:** Our team works closely with our colleagues in Asia/Pacific and Europe on many cross-border assignments utilizing industry and local knowledge to find the best leadership teams.

The firm's strong presence in the CEO/Board Services arena allows our consultants to reach across borders and industries to advise a broad spectrum of clients on leadership. Our Retail consultants work with private equity firms to build the top leadership teams for their portfolio companies in addition to working with leading retailers and marketers within the fashion, luxury goods, lifestyle, drugstore, small-box discount and specialty segments.



## CONSUMER RETAIL PRACTICE | North American Team



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### About Russell Reynolds Associates

Leadership. In today's ever-changing global business environment, success is driven by the talent, vision and leadership capabilities of senior executives.

Russell Reynolds Associates is a leading global executive search and assessment firm with more than 300 consultants based in 39 offices worldwide. Our consultants work closely with public and private organizations to identify, assess and recruit senior executives and board members to drive long-term growth and success. We value teamwork, serving our clients with a collaborative approach that spans our international network of sector and functional experts.

Our in depth knowledge of major industries and our clients' specific business challenges, combined with our understanding of who and what makes an effective leader ensure that our clients secure the best leadership teams for the ongoing success of their businesses. For more information, please visit us at [www.russellreynolds.com](http://www.russellreynolds.com).

