



WINTER CIRCLE®
A MARLIN HAWK COMPANY

Harnessing the Power of Technology in Executive Search

Adam White
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A The growth and maturity of in-house search functions

B Ever increasing appetite for in-house search technology

C The strategic role of in-house teams



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"42% of in-house search leaders weren't in an in-house search role 5 years ago. That number increases to 88% if you go back 10 years" (Winter Circle, 2019 Review of 100 in-house search leaders)

B Ever increasing appetite for in-house search technology

"HR Tech spend is ca. \$40bn, with 1/3 coming from start-ups" (Sierra-Cedar 2018 HR Systems Survey)

C The strategic role of in-house teams

"Data is changing the role of in-house functions"



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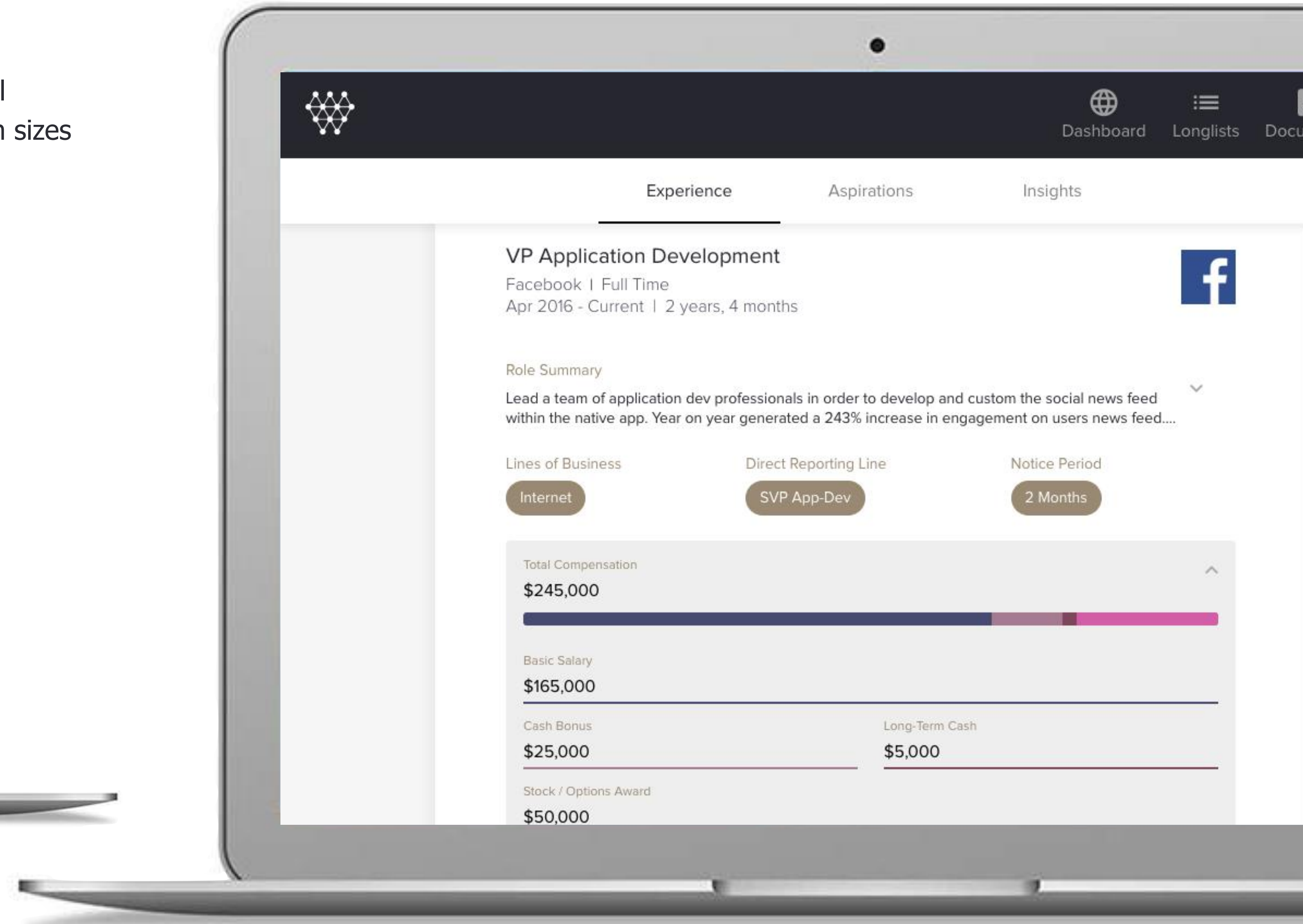
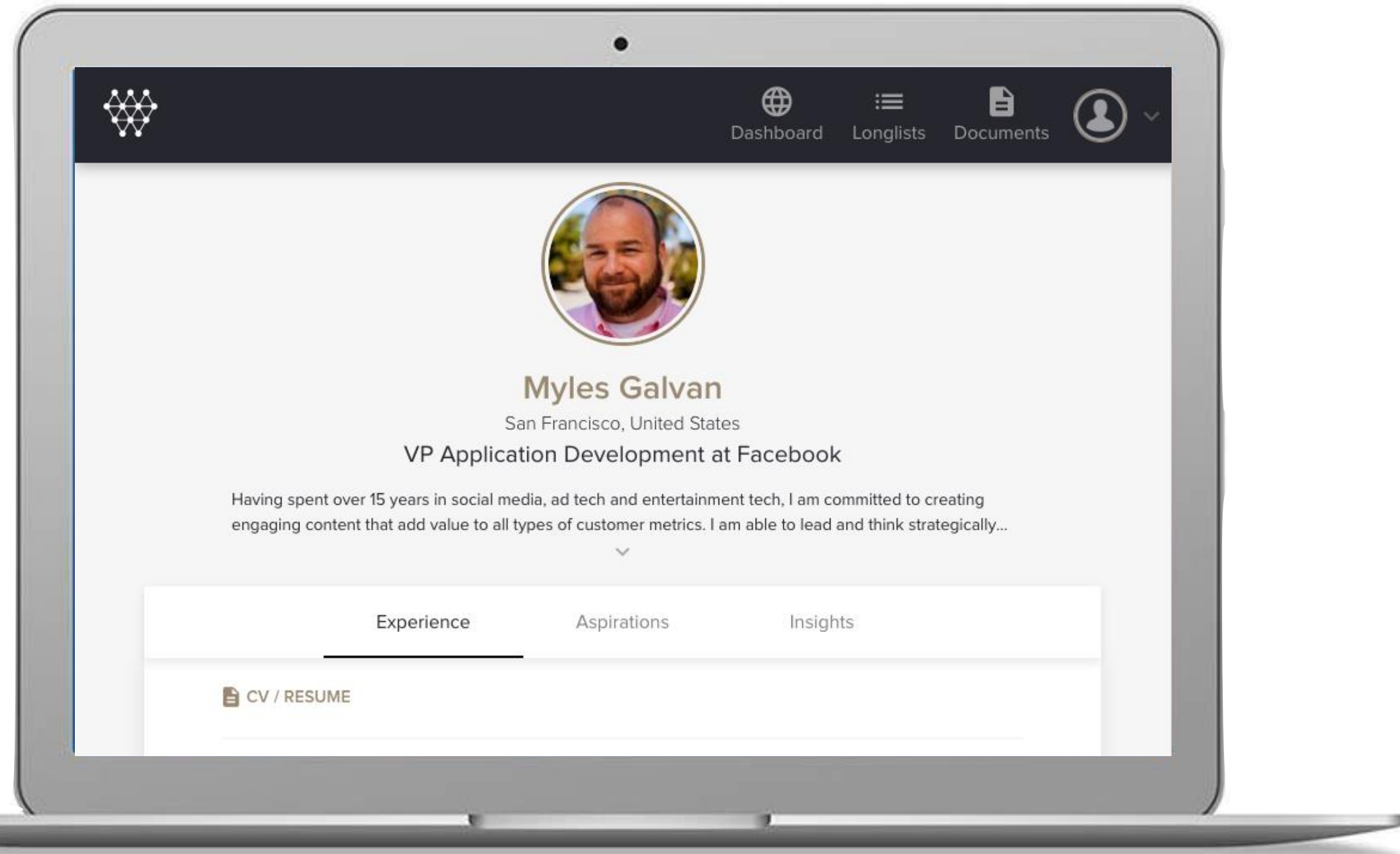
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Addressing Static and Distributed Search Data

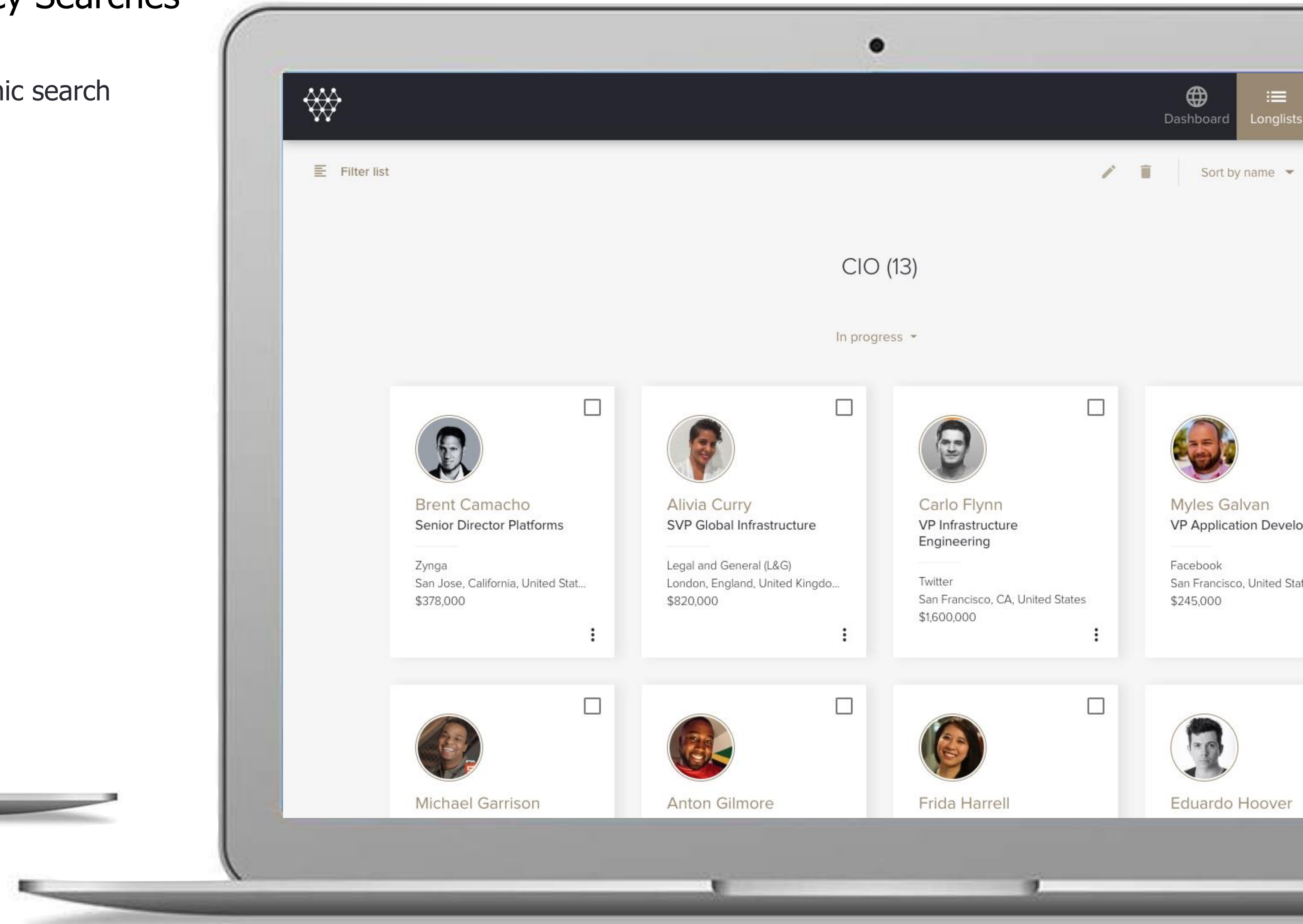
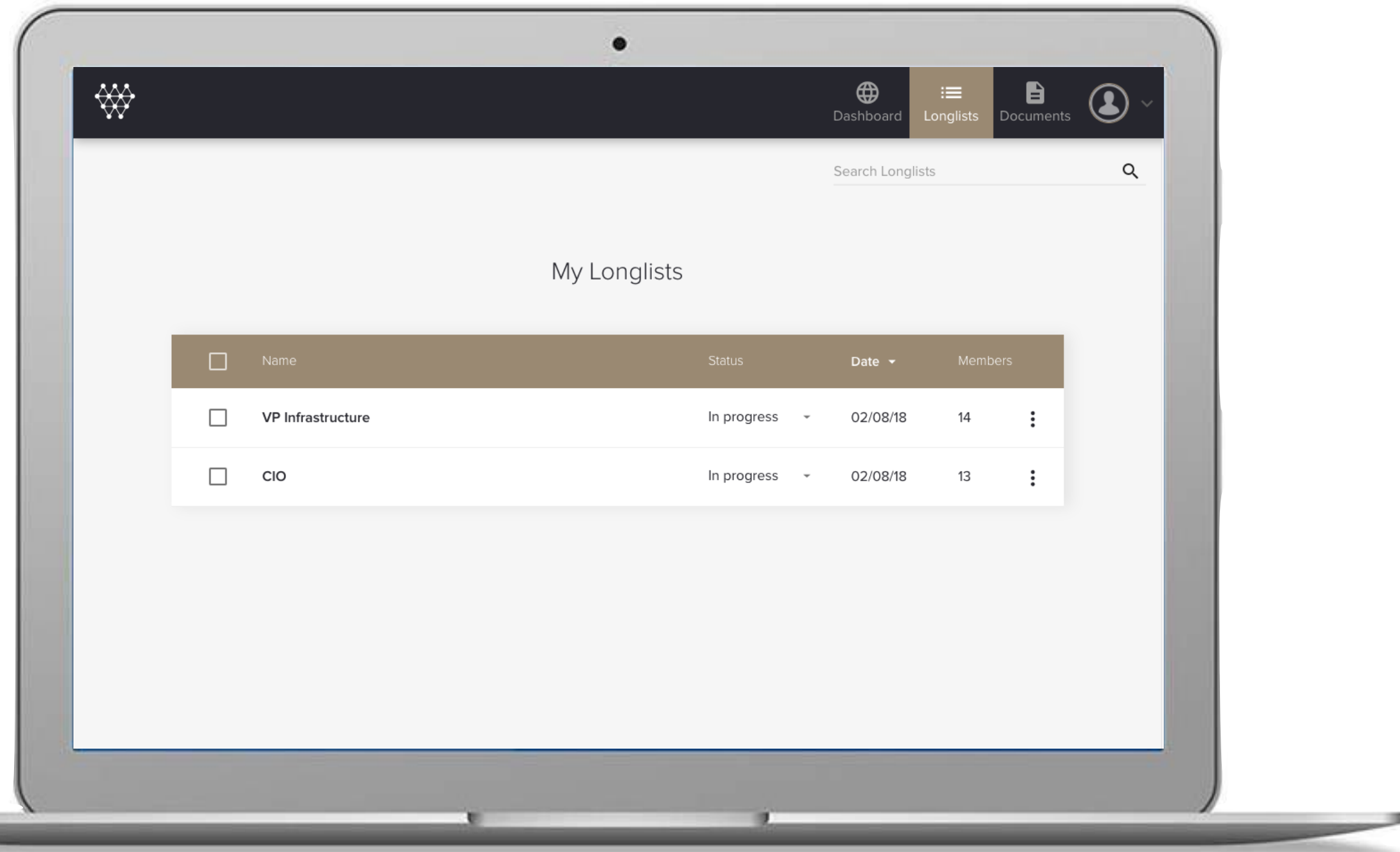
Access an unparalleled level of professional data on senior global executives, including details on career history, budgets and team sizes managed, total compensation and aspirations for the future.





Addressing Version Control and Access to Legacy Searches

Directly access senior pools of talent in real time. Use the dynamic search engine to review and create projects in minutes.







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