


TRANSEARCH BULGARIA

GENERAL PRESENTATION 2018



Who we are

- TRANSEARCH International is a Global Retained based Executive Search firm operating at top and middle management level
 - Top 10 globally - since 1990 constantly rated by the Economist Intelligence Unit as a top global retained executive search organisation
 - Founded in 1982
 - 58 offices in 41 countries, 300+ Partners/Consultants
 - Worldwide reach, sector knowledge and local insight in Industry, Technology, Consumer & Retail, Life Sciences, Financial services, Energy & Utilities
 - Quality driven: AESC Code of Ethics and Professional Best Practice Guidelines
 - Unique TRANSEARCH Systems and Procedures, incl. TRANSEARCH Orxestra© Method
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- TRANSEARCH Bulgaria was established in 2017
 - The local team in Sofia consists of dedicated and competent consultants and researchers with deep industry knowledge and experience in the recruiting business
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EUROPE

Amsterdam – Athens – Barcelona
Brussels – Bucharest – Budapest
Copenhagen – Dusseldorf
Edinburgh – Frankfurt – Gothenburg
Hamburg – Helsinki – Istanbul
Lisbon – London – Madrid – Milan
Moscow – Munich – Oslo – Paris
Prague – Sofia – St.Petersburg
Stockholm – Strasbourg – Stuttgart
Warsaw

ASIA PACIFIC

Bangalore – Bangkok – Hong Kong
Kuala Lumpur – Melbourne
Mumbai – New Delhi – Shanghai
Tokyo

MIDDLE EAST & AFRICA

Dubai – Cape Town – Johannesburg
Lagos

NORTH AMERICA

Chicago – Houston – Miami
New Jersey – New York
San Francisco – Toronto

LATIN AMERICA

Bogota – Buenos Aires – Caracas
Curitiba – Lima – Mexico – Panama
Santiago – Sao Paulo

Worldwide reach



Some of our clients

TRANSEARCH
YOUR WORLD PARTNER IN EXECUTIVE SEARCH

Consumer & Retail



Industry



Financial Services



Life Sciences



Construction, Design & Real Estate



Technology, Media & Communications



Energy, Mining & Utilities



Renewable Energy / Clean Technology



Business & Professional Services



Government, Education, Non profit

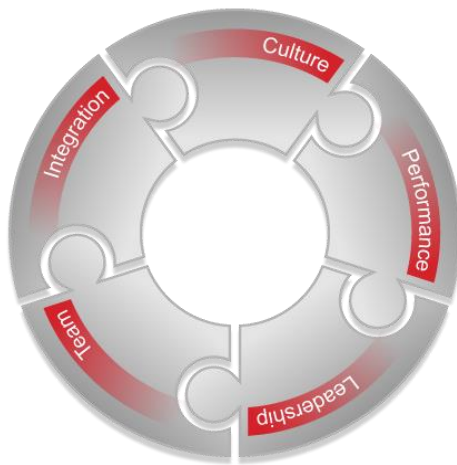


TRANSEARCH Orxestra© Method

TRANSEARCH
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We know that all organizations require an effective leadership team at the top. The complicated challenge of finding senior level executives is best met with the support of a firm with a proven track record of success. The tools that TRANSEARCH International uses provide a unique perspective regarding culture, leadership, team and performance “fit”. And our integration methodology ensures that new leaders are integrated quickly and successfully without breaking stride.

The responsibility of conducting an executive search for a senior-level management position is never taken lightly. For over 30 years, companies all over the world have relied on TRANSEARCH International to build successful flourishing leadership teams. In-depth sector experience combined with a unique approach to talent acquisition allows us to build winning relationships with both clients and candidates. TRANSEARCH uses a unique process called **TRANSEARCH Orxestra© Method** to significantly minimize risks associated with executive hires. The method allows us to provide our clients with ideal short lists, as we are able to measure and evaluate candidates in a way that no other search firm can.



Nothing is more important in the hiring process than ensuring fit. What differentiates TRANSEARCH and translates into meaningful benefits for our clients is how we ensure ‘fit’. We use the TRANSEARCH Orxestra© Method to measure five different types of fit which guards against costly mishires. Underpinning the outcomes of a successful executive hire is ensuring, there are cultural, leadership, team, performance and integration fit.

We are the only search firm in the world using this proprietary method, which has been developed in conjunction with our Leadership Advisor: John O. Burdett - world-renowned coach and best-selling author.



Executive search - identify and attract talented professionals for our clients at the following levels:

- Top and senior management positions
- Middle management positions
- Key experts with specific expertise

Additional services:

- Leadership assessment
- Personality profiles
- Assessment of competencies, based on the unique TRANSEARCH Orxestra© Method
- Reference check of candidates



Our partner in Bulgaria



Krasen Vladimirov
Managing Partner

Krasen is the Managing Partner of TRANSEARCH Bulgaria. He joined TRANSEARCH in 2017 bringing broad consulting experience in executive search with a focus on Technology, Professional and Financial services. He has worked as a senior consultant within a global executive search firm and has found top management talents for several multinational and leading local companies.

Prior to moving to consultancy Krasen gained more than 15 years of experience in international business environment. He held senior operations and HR management roles with international exposure. Working for leading global and regional companies in Industry, Telecommunications and Professional services Krasen gained experience in various industries, corporate cultures, management styles, and had the opportunity to learn the best management practices.

Krasen holds a Master's degree in Philosophy from Sofia University "St. Kliment Ohridski" and a Master's degree in Economics, Major in People Management from UNWE, Sofia. He is fluent in Bulgarian and English.



TRANSEARCH International Bulgaria

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