

## Press Information

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### AMROP HEVER REGIONAL CONFERENCE

The 2006 CEE TAHG CONFERENCE, Moscow

**The Amrop Hever Group (TAHG) is the largest network of individually owned Executive Search companies in the world.** (*Executive Search is a specialized form of personnel consultancy related to filling positions at the highest functional level as well as highly specialized positions.*) **The foundation of the functioning and the leading position of the TAHG member companies in local markets is global transfer of know-how, information and experience within the whole network as well as through continuous cooperation and regular meetings of regional and sector practice groups. In April, 2005, representatives of TAHG member companies from Central and Eastern European (CEE) countries met in Bratislava, this year, Moscow became the venue (March 19–20).**

When evaluating the whole TAHG network's results in 2005 (total revenues of USD 154m, which is a 12% increase compared to 2004), the best results were achieved in the abovementioned **region of Central and Eastern Europe**. Even though this region comprises 14 offices (out of the total number of 83), its total revenues of USD 14.5m constitute almost a 10% share of the total TAHG revenues.

*„The achieved results are satisfying, however, that does not mean that there is nothing more to improve in the area of mutual collaboration, know-how exchange and development of supra-regional cooperation. At the meeting in Moscow, the importance of improved and more focused common marketing activities at the CEE level was mentioned. The topic of a more intensive and more effective information and best practice transfer was also brought up. The common goal should be defined as closer cooperation in support of identification and presentation of key candidates in Executive Search projects, regardless of their nationality or country of origin. When it comes to the total share of cross border business, this year, it has risen nearly by 10% compared to 2004. Also in this area, however, a noticeable growth is expected in the future,“* claimed **Miroslav Poliak**, a Partner at the AJG - Amrop Jenewein Group consultancy group which, through its specialized JENEWEIN & PARTNERS Executive Search companies, is a TAHG member.

Precondition for expanding the field of activity from the local level to the entire CEE Region and for greater cooperation, is a more active information transfer and increase of cross-border projects. In the area of improving the marketing activities targeted at clients, candidates and the media, the TAHG CEE Region member companies' representatives present at the Moscow meeting have agreed on the necessity for **establishment and dynamic functioning of a working group focused on marketing (Marketing Working Group)** in which Slovakia will be represented by M. Poliak. At the same time, the changes were made in the leader positions of two practice groups— **Igor Šulík**, new Partner at AJG – Amrop Jenewein Group became the leader of the Board Search, Practice & Consulting CEE Practice Group. Its former leader **Radomír Mako** assumed leadership of the Family Business CEE Practice Group. On the basis of agreement among the CEE partners, **Energy, Utility & Infrastructure Services** CEE Practice Group under the leadership of Bernhard Schober from Austria, has started its active functioning; Slovakia has its member in R. Mako. In total, there are eleven practice groups functioning within the TAHG, which cover a broad scale of sectors ranging from Automotive industry through Financial Services to IT & Telecommunications.

One more news from Moscow is another expansion of the TAHG's worldwide reach – within the next months, a new office will be opened in the Ukraine. The new TAHG representative in this country will also be the host of the CEE TAHG CONFERENCE in 2007.

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THE AMROP HEVER GROUP (TAHG) is a consortium of centrally interconnected but individually owned member companies and works on the basis of an international economic interest group with globally registered trademarks. Through its 83 offices in 51 countries on five continents it offers Executive Search and related services. It is a member of the Association of Executive Search Consultants (AESC). In the Slovak market, TAHG is represented by the AJG – Amrop Jenewein Group consultancy company's specialized JENEWEIN & PARTNERS Executive Search companies.