

GLOBAL  
RECRUITERS®  
SHORELINE

Private Equity | Family Office | Asset Management | Commercial Real Estate

Why partner with GRN Shoreline?

# Areas of Specialization | It's All About The Perfect Fit!



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- GRN Shoreline matches the supply-side of highly skilled, experienced professionals with the in-demand track records and skills these firms need.
- GRN Shoreline recognizes that identifying exceptional individuals *perfectly suited* for key roles can be a daunting task.
  - For example, a business looking for *Strategic Talented Operating Executives / COO at the PE portfolio company-level for structure, process, or even succession planning* is very challenging. It's all about finding the perfect fit, or it could be a disaster!
  - This reality is the difference between bringing you a 'CEO with experience' *versus* a CEO who increased a startup's revenue from \$30mm to \$300mm and successfully exited in 3 years.
- Businesses needing a transformational leader
  - Installing KPIs, leading a reorganization, integrating new acquisitions, go-to-market strategy
  - Transformation of process, digital, client experience are hot topics and need the right talent



# Strategic Plan – What Makes Us Different?

*Unique and Proactive Approach with Highly-skilled executives*



## 1. Discovery / Get to Know You

- Acknowledge your urgency and timeline to find the perfect fit
- Understand your business track record, your target industry, your ideal roles, and must-have's



## 2. Review the size and scope with my team / Strategize With You

- Understand your target companies, decision-makers, geographies, and roles
- Provide you with a high-level summary of our findings and our strategy



## 3. Business plan campaign to introduce you to high-value decision-makers within your target industry

## 4. Interviews – coaching and debriefs

- The goal is to get you interviews with high-value decision-makers
- I will coordinate the first phone/zoom call



## 5. Reference checks and negotiate an offer

## 6. Decision – keep in touch throughout the process

# Strategic Plan – What Makes Us Different?

*Our Process with Client PE Firms, Founders, Decision-Makers*  
*and Hiring Managers*



## 1. Discovery / Get To Know You

- Acknowledge the urgency and timeline to fill the role
- Understand your business model, your incentive plans, your expectations of the new hire
- Selling points of your company, your opportunity, your management style



## 2. Review the size and scope with my team / Strategize with you

- Understand target companies, geographies, and roles
- Provide you with a high-level summary of our findings and our strategy



## 3. Signed service agreement & requalify / clarify the search criteria

- Review search results with you and refine as needed

## 4. Recruiting and executing a marketing campaign to bring you three top talents

- Begin with passive candidates

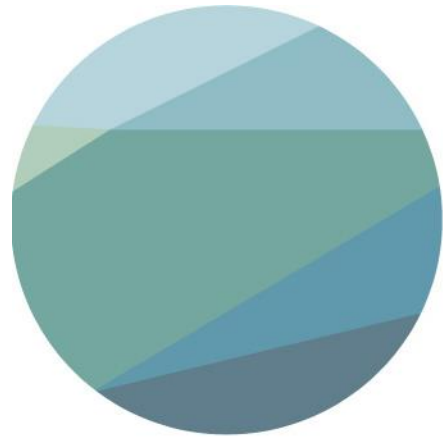


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Learn More

[Schedule a meeting](#)