

SGA Talent Professional Services Recruitment Research and Recruiting Experts Since 1989



Professional Services - We know it! We live it! We love it!

Contact us today (518) 843-4611

History Of Management Consulting Industry & SGA Talent's Experience

With significant growth occurring in the 1980s and 1990s SGA Talent was right there in the trenches conducting recruitment research, competitive intelligence and recruiting for a few of our major clients back then and still today.

As recorded, in 1980 there were only five consulting firms with more than 1,000 consultants worldwide, whereas by the 1990s there were more than thirty firms of this size. The growth in the early 1980s was mainly driven by demand for strategy and organization consultancies. The wave of growth in the 1990s was driven by both strategy and information technology advice. In the second half of the 1980s the big accounting firms entered the consulting segment. Known then as the Big Eight, (SGA Talent's clients back then were PricewaterhouseCoopers and Deloitte Touche Tohmatsu) now the Big Four (Client today Deloitte). As times changed, names changed and firms changed, with many creating management consulting practices with clearer segmentation of management consulting firms, SGA Talent was right there. As key recruitment research and recruiting players in this industry our role was to stay informed, educated and truly understand how each company was changing, organized, the offerings of each practice area while continuing to identify, track, network and recruit the best talent our clients required.

Today just like 29 years ago, we made it our business to continue to identify, track, network and recruit quality talent that helps our clients achieve their hiring and business goals. As true partners, we also make it our mission to stay informed about the industry players to include both company and the talent in this ever changing management consulting industry.

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SGA Talent has a strong track record of saving our clients time, money and delivering qualified candidates who get hired!

Our Services Include:

Recruitment Research

Mapping

Recruiting

Candidate Pipelining

Profiling

Diversity Recruiting

Profiling

Our Clients Include Professional Services Firms and Corporations

For partner level searches, arranged **flat fees** are often established which are at a fraction of the cost charged by the competition.

SGA Talent's **costs per hire** are well below the industry norm. On average our range for professional services hires are between **7-10 % of a hires base salary**.

Our talent pools in this space are often **double the size** and more robust compared to talent pools created just by using social media tools.

Once our recruiting efforts are underway, a strong pipeline of interested qualified candidates is continuous.

Recruitment Research

Mapping

Profiling

SGA Talent research data is intelligence which helps with making smarter, better and quicker hiring decisions.

Don't be the company that only relies on social media for recruitment research, especially in this industry, it may lead to your recruiting efforts falling behind the competition.

SGA Talent professional services research team is comprised of experienced professionals who have been with SGA Talent for over 18 years. Our deep industry experience allows our team to quickly identify professionals who are not easily found on social media or research tools. We go right to source! We know how to break out entire teams, from Partner to associate levels, as well as specific talent to meet the exact requirements of each of our clients.

The information gathered is robust to include company name, title, area of expertise, telephone number(s), emails and public profiles when available.

Recruiting:

On-Demand

Recruitment Process Outsourcing

Flat Fees

Strong networks, experience, passion and dedication is why we continue to be successful in this space.

For those who recruit in the professional services industry it is understood that aggressive proactive recruiting efforts are a must. Recruiting these highly sought after professionals requires numerous calls, emails, text messages and inmails, often requiring building strong networks for long term success. SGA Talent has done this and continues to build upon our past efforts. We make it our business to create strong relationships with both candidates and clients that goes beyond just recruiting.

Our recruiting offerings in this space is always customized to the needs of our clients. Just let us know what your hiring goals, timing (always yesterday) and process so together we can choose the right recruiting option that best fits your needs.

SGA Talent's Experience

Experts in Professional Services Since
1989

Partners:

Supply Chain, Retail, Consumer, Government, Data Analytics, Finance, Financial Services, Information Technology, Automotive, Cloud, Automation, SAP, Digital, Strategy.

Diversity: Candidate Pipelining and Recruiting

Partners Human Resources/Shared Services, Automotive, Retail, Consumer, Data Analytics, Supply Chain

Consultants, Managers & Senior Managers System Integration Consultants, [SAP FICO](#), Big Data (Hadoop), SAP Successfactors, Merger & Acquisition, and Cloud Strategy