



**Information Technology Leadership Solutions**

Empowering Clients to Recruit and Retain Top Talent





*CSI truly takes the time to understand our firm's needs, not just for the open position but also as to how that role fits in with the rest of the organization. CSI is thorough and extremely detail oriented. I always know where we stand on a search. And I know that the candidates they bring to me are all worthy of hiring. They make it a great problem to have. We have used CSI for many searches through the years and always receive top-notch service.*

## Searching For Professional Leaders?

At best résumés only tell half the story. Successful professionals possess more than specialized skills and impressive CVs. Research demonstrates that key performers align with their employer's mission statement and culture while also possessing the business acumen and social intelligence necessary to leverage their skills and impact the bottom line.

At CSI, we provide professional and executive search services that are setting a new standard in the professional search industry.

We start by getting to know your business, your history, and your goals. We visit your site whenever possible to learn how you operate and get a feel for the personality of your organization. Then the hard target search begins. Utilizing CSI's proprietary search methods and our trademark evaluation procedures, our team identifies the most qualified candidates who also meet empirically based retention criteria.

# Empowering Clients to Recruit and Retain Top Talent

CSJ is a one of a kind search firm. I was very impressed with their desire and willingness to really understand the business of Quirky and how we work. They really delivered on one of our most difficult talent searches for a Chief Technology Officer.

From the first phone call to the office visit to the negotiations they were top notch. I've been working with firms for many years and I have to say CSJ is the best I've ever worked with. I highly recommend them to any company about to embark on a difficult search.

Director of Talent Acquisition  
Quirky, Inc.

## Social Intelligence Analysis

CSJ utilizes a soft skills assessment tool—the Emotional Intelligence Survey (EIS)—as a strong predictor of on-the-job success for the technically qualified candidate. The EIS measures the following core competencies related to leadership success:

- ▶ Self-Awareness
- ▶ Self-Management
- ▶ Social Awareness
- ▶ Relationship Management\*

## Retention Variables Analysis

- ▶ Career Goals Compatibility
- ▶ Social Skills - EIS
- ▶ Professional Experience/Stability
- ▶ Educational Background
- ▶ Structured Mentoring Programs
- ▶ Company Culture/Environment
- ▶ Career Path Opportunities
- ▶ Community Involvement



## About CSI

### *Day One Value*<sup>SM</sup>

Every CSI candidate brings what we call Day One Value<sup>SM</sup> to your company, meaning employees arrive on the first day of a new position equipped with skills and traits that enable you to get them up to speed as quickly as possible.

Day One Value<sup>SM</sup> factors include:

<b><i>Culture Fit</i></b>	<b><i>Ethics</i></b>
<b><i>Experience</i></b>	<b><i>Education</i></b>
<b><i>Energy</i></b>	<b><i>Soft Skills</i></b>

***CSI's mission*** is to empower clients to secure top Information / Technology talent.

CSI places technical and operational professionals in the following IT areas:

- ▶ Business Intelligence
- ▶ ERP Systems
- ▶ Consumer Products
- ▶ Hardware
- ▶ Network / Platforms
- ▶ Operations
- ▶ Quality / Manufacturing
- ▶ Software / Firmware
- ▶ Systems Administration
- ▶ Intranet / Cyber Security

Established in 1997, CSI has built a reputation of consistent results and reliability as well as a record of confidentiality and integrity. Our proactive approach to understanding our clients' business needs enables us to provide quality results, thereby achieving our ultimate goals of forming lasting partnerships with clients and helping our partners meet their business objectives.

# CSI Executive Search Principals



**Donna Sphar**, Founder and CEO of CSI Executive Search (B.S. Pre-Law), utilizes her extensive professional search and legal services background to strategically grow the organization and to help client companies successfully achieve their business objectives. She brings a keen capacity for leadership, comprehensive business acumen, exceptional attention to detail, and outstanding skills in identifying technical and operational talent.



**Asa Sphar**, whose background and training includes a B.S. in Accounting and Ph.D. in Psychology—including 22 years of clinical practice—profiles potential candidate compatibility with a client’s particular business environment. He provides soft skills, cognitive styles, behavioral profiling, and occupational interests-related assessments to ensure a strong position match. His relationship focus, business orientation and retention-focused mindset provide key value to our clients.



*Partnership with CSI Executive Search developed when our entrepreneurial firm required strategic hires. I really appreciate CSI’s focus in learning about our business and the positions at hand—as well as their open communications throughout the search projects. Contributions by selected CSI candidates have resulted in value to our firm’s ability to meet business objectives with high caliber professionalism and creativity.*

**Chief Financial Officer**  
**Secure Care Technologies**

**CSI** Executive Search

**512.301.1119**  
**www.csi-search.com**

**CSI devotes its full attention to each search, prides itself in efficiency, organization, and integrity and contributes to its clients' ability to meet strategic business objectives.**

**CSI** | Executive Search



**CSI Executive Search**

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