# **HR & Payroll Services - Executive Search**

## **Our Firm**

Dezan Shira & Associates is a pan-Asia, multi-disciplinary professional services firm with over 30 years on-the-ground experience, 35 offices, and 600 professionals providing legal, tax, and operational advisory to international businesses and investors.

Operational throughout ASEAN, China, Hong Kong SAR, India and the Middle East, we guide foreign companies through Asia's diverse market entry, business enablement and regulatory environments, and assist them with all aspects of establishing, maintaining, and growing their business operations in the region. *We are your partner for growth in Asia.* 

## **Executive Search Practice**

We understand that selecting the right managers and executives is one of the most important business decisions you can make in Asia, and we are committed to helping our clients onboard long-term talent to successfully build out their organization. Our Executive Search teams are led by qualified, senior inhouse consultants with extensive sector-based experience throughout Asia. Their substantial talent networks, resources, and multilingual methodologies are applied to help clients realize their targeted high value placements.

## **Our Approach**

Dezan Shira & Associates' seasoned consultants operate with the highest standards of professionalism and integrity, maintaining strict confidentiality throughout the entire search process. Our search services guide clients through the entire lifecycles of a team-building project.

Our client success begins with obtaining a comprehensive understanding from the outset, about your organization, team, and situation - plus the objectives that the selected candidate will be expected to achieve in their role.

Throughout the process, we focus on ensuring that candidates make excellent fits for their teams and objectives and add long-term value to your organization, from conducting professional interviews and assessments to thorough background checks before you select and make an offer to your selected candidate.



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# **Executive Search Methodology**





#### **Consultation & Strategy**

- Discuss and understand client's business goals
- Align expectations
- . Agree on a strategy and timeline
- Search & Selection
- Search for candidates via Dezan Shira's network
- candidates
- B-weekly calls to update client
- Interview and assess

6 to 8 weeks

### Presentation

- Submit short-listed candidates to client
- Arrange client interviews with viable candidates
- Advise clients on decision

- Post-Selection Support
  - Advise client on salary, benefits and labour laws
  - Draft employment contract

# Why Dezan Shira & Associates?

Serving 3,000 clients across Asia, means that our deep sector-based experience, networks, and resources are often your project's most valuable assets. Our on-theground familiarity in 35 locations in Asia, positions us optimally to understand the local and regional challenges that your ideal candidate's will undertake - across markets, languages and cultures.

Dezan Shira & Associates' multi-disciplinary expertise can also fulfill your wider international recruitment needs: team fulfillment, RPO, PEO, and complete legal, tax, and operational corporate services.

#### Industry Specializations

- Cross Border & E-commerce
- Education
- · Entertainment & Sports
- Environment & Cleantech
- Food & Beverage
- Healthcare
- Information Technology
- Manufacturing
- Professional Services

#### Positions We Fill

- CEO
- СТО
- COO & Operations Directors
- · CFO & Finance Directors
- CMO & Marketing Directors
- Chief Information Officer
- · Supply Chain & Procurement
- · Chief Sustainability Officer
- · Chief Innovation Officer
- · Commercial Directors

# **Testimonials**

Our company had already been operating in Asia for years. However, Dezan Shira's Business Intelligence team provided us with a country benchmarking study, that led us to make key decisions with our supply chain that has since increased our company's competitiveness.



Micheal Unger, Export Director Asia

Dezan Shira has played a crucial role in helping our China expansion, through careful planning, in-person meetings, and qualitative startegic advice. We were delighted to close the circle with Dezan Shira's help.



Andreas Kam. Director of Sales Asia Pacific

We've been a client of Dezan Shira's for 25 years, from setting up companies, to back-office services. Many "big 8" firms think they specialize in Asia, Dezan Shira is the only firm that I know of with the breadth, depth, and expertise across the region.

## PING

Stephen M. Morris, COO, Asia Operations

> Mergers and Acquisitions

CELEBRATING

> Intellectual Property

> Due Diligence

> Accounting

- > Audit and Risk Advisory
- > Tax Advisorv

- > Business Intelligence > Corporate Establishment
- > Outbound Direct Investment
- > HR and Payroll
- > Recruitment and PEO
- > Technology

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