



STANTON CHASE

successful marriage and even watch over the marriage for a while after. This is what I call customer care. This is perhaps why we have such valued referrals. People appreciate our individual care and our quality of work. No shortcuts."

Shhhh...Listen!

"A key element in this business is trust. Companies need to open up to their consultants and share their hopes, ambitions, needs with us so we know what's available where. At Stanton Chase we too walk the trust path, just as well. We are constantly informing our customers of what's new and available because it's this two way communication that helps both get the best of this relationship. It is also a question of constant learning."

What about? "About everything that people need in new jobs. Candidates and employers often have innumerable questions on everything from relocation to insurance to schooling to purchase of apartments and it helps when you go beyond the call of duty or at least you are conversant on these fronts."

Today, we are in a niche of our own with a lot of our business coming from referrals by multinationals we've served over the last decade. Opportunities are opening up in the financial sector as China and South Asian markets develop. Life sciences is also showing new promise as are public sector opportunities as governments are also waking up to the need to get competitive. We've lately established a presence in Singapore and will continue to be where our customers require us to be. What we offer to our customers is more than talent sourcing. We offer a relationship and that's where we are different. The markets have recognized that our culture lends itself to customer service. Across all our 71 offices across 45 countries, we take great pride in the satisfactory fulfillment of our mandates and hence we handle each and every assignment with due diligence, care and patience. We listen. Remember, China can be as easy or as difficult as you wish. It all depends on who you partner with for your Greater China talent needs. Come partner with us. Come experience the difference." ■

For additional information please visit www.stantonchase.com

Asia-Pac Victory Places Stanton Chase as #1

From financial services, to healthcare, technology to industrial STANTON CHASE INTERNATIONAL is a top choice for multinationals with regional talent needs. Its CEO, IVO HAHN speaks on what the firm is doing right.

Living in Asia since 1982 gives Ivo Hahn some right to claim he knows a thing or two about Asian ways. He does, at least a great many people seem to think so. In a global

Internet-based poll on headhunters in Hong Kong in August last year, 68% of respondents (across America, Europe and the Middle East) picked Stanton Chase International (over eight of its competitors) as their choice for top executive placements in the Greater China region. Why?

In this market place for top talent

sourcing, there are few strangers. Every Fortune 500 company has in all probability been pitched to or dealt with, nearly every one of the few headhunters that 'specialise' in the Asia-Pacific. Few have been satisfied with service provided.

Lasting Relationships

It is a blame that employers themselves must share, says Ivo Hahn, Stanton Chase's CEO in Hong Kong & China. "The market place itself offers an opacity that is hard to see through. Movement is everywhere and the region itself has become a treasure trove of opportunity. Forward thinking companies need to be

able to identify and qualitatively assess prospective candidates both from a professional competence as well as from a cultural and personality point of view." Hahn explains that matchmaking is not about loving and leaving, it is about forging strong, sustainable ties. "It is more about a marriage, than a casual fling. This is a very time consuming and tenacious process and is often sacrificed to shortcuts."

This is probably why top companies find it exceedingly difficult to find good head hunters. Added to that, few global brands can afford to provide employers with the depth and diversity of experience

in terms of talent sourcing and geographical trends. Stanton Chase has all that, plus China expertise which top multinationals are finding invaluable."

China Quest

"Times are constantly changing but today the Greater China region is growing at an unbelievable pace. The Chinese economy seems unstoppable. With Europe and the Americas struggling with major global and domestic issues, the only major growth area remains Asia with China of course as its crowning jewel. The world's best employers know this but to help source their key people what's

needed is an understanding of the local business culture and how to handle Western expectations of a China that is in the throes of tumultuous economic change."

This is important because many foreign companies complain that China is like a huge economic black hole endlessly swallowing up whatever resources are spent on trying to tap its potential. There are too many clichés, too much mystery surrounding working in China and many secrets to charming the red dragon. A lot of mental preparation is required a good head hunter will help you source the right talent, ensure the courtship will lead to a