

IMSA Search Global Partners Expands in Latin America, Welcomes Armando Ajuria as IMSA Mexico Managing Partner

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IMSA SEARCH Global Partners (IMSA Search) is delighted to announce its expansion into Mexico with the appointment of Armando Ajuria as IMSA Mexico Managing Partner. Armando is also CEO of Joseph Gamache Executive Search. This addition deepens IMSA Search's already strong presence throughout Latin America.

Forward-Thinking to Meet Expanding Global Needs

"When people fit with the leadership style of a company, then their level of engagement will be enhanced significantly." So says Armando Ajuria, IMSA Mexico Managing Partner in explaining their forward-thinking, innovative approach to talent acquisition. "Using artificial intelligence and the latest evaluation tools, we can deliver the best candidates *with the right fit* for our clients. Our retention and success rates are consistently above 90%."

Founded in 2013 and headquartered in Mexico City, Joseph Gamache Executive Search has been recognized as one of the Top 5 Executive Search firms in Mexico by *El CEO Business Magazine*. Under Armando's stewardship, as IMSA Mexico, they are well-positioned to address expanding global client needs. IMSA Mexico specializes in Senior Management and C-level Executive Search across a wide range of industries, including Digital/Technology, Automotive, Construction, Hospitality, Manufacturing, Medical Equipment, Energy, Transportation, and Finance. They serve local, multinational, and international companies looking for senior talent for their Latin American, US, and Canada operations. Other services include new leader assimilation, talent mapping, board recruitment, and recruitment process outsourcing.

Science and Technology Drive Success

Armando sees a major trend toward the use of science and technology in the recruitment process. However, he emphasizes that scientific tools are a compliment to, not a substitution for the close collaboration, in-depth understanding, and personal partnership of professional Executive Search services. It is this perspective that attracted Armando to IMSA Search: "I see in my IMSA colleagues a network of committed, successful Executive Search entrepreneurs who share this understanding, and who I am confident will deliver the highest quality service to my clients to meet their needs in different parts of the world."

Promoting a scientific approach to the talent acquisition process, IMSA Mexico fully embraces IMSA Search Global Partners' innovative technologies such as IMSA Artificial Intelligence, its pioneer search automation platform, the first of its kind in the global executive search business and which provides faster, more accurate analysis of a worldwide senior executive candidate database. IMSA Mexico also utilizes leading behavioral scientific tools such as Wiley PXT Assessment, which, according to Armando, provides an 80% prediction of a "good hire" versus 38% from a traditional recruitment process.

Essential Deepening of Capabilities in Latin America

According to IMSA Search President, Monika Ciesielska, the Latin American region presents a significant opportunity for expansion in talent acquisition, as companies across a variety of industries look past the coronavirus pandemic and begin to implement plans to capitalize on pent-up demand: "The addition of IMSA Mexico and Armando's team is essential to IMSA Search. Their local and regional expertise will greatly enhance our ability to meet our clients' needs as they seek new leadership to drive their next phase of growth in the region."

IMSA Search is Optimistic

IMSA Search Global Partners is optimistic about the future and welcomes clients to partner with them. As entrepreneurs with an outlook focused on opportunity, IMSA Search has been helping clients with their global and local senior talent needs for over 30 years. With 50+ offices in 20+ countries on 5 continents, their 220 executive search experts span the globe to identify the best candidates with the abilities and fit to successfully lead teams and organizations locally, regionally, globally.