

IMSA Search Global Partners Announces New Denmark Managing Partner, Welcomes Michael Grann and Nordic Headhunting to the Global Partnership

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IMSA Search Global Partners (IMSA Search) is excited to welcome Nordic Headhunting as IMSA Denmark and Nordic Headhunting CEO Michael Grann as IMSA Denmark Managing Partner.

Extensive Experience, Expertise, and High Ethical Standards

Nordic Headhunting specializes in identifying and placing board and C-level executives, as well as managers and skilled specialists, across a wide range of industries and types of organizations, including Consumer, Retail, Food, Technology, and Construction within B2B and B2C sectors. Nordic's partners and executive consultants bring decades of experience to the search process, producing a stellar track record of success for clients and

candidates in the areas of Sales, Finance, IT, HR, Legal, Procurement, Marketing, Communications, and Business Development.

Headquartered in Copenhagen, the award-winning firm has been recognized in the Danish business press for its excellence and high ethical standards. In addition, recognizing the increased digitalization and pivot to online throughout the recruitment process, Nordic Headhunting has well-defined processes in strict compliance with the General Data Protection Regulation (GDPR), generally acknowledged to be the toughest privacy and security law in the world.

Managing Partner Michael Grann is an Experienced Leader

Nordic Headhunting and IMSA Denmark Managing Partner Michael Grann came to the Executive Search field after a successful corporate career in accounting and management. With a degree in business administration, and specializing in the service-profit chain business model, Michael Grann understands the needs of clients to identify the right talent to drive business forward. He relates to candidates, helping them identify and then achieve career and life goals. Nordic Headhunting has conducted hundreds of assignments for international clients operating throughout Denmark, Norway, and Sweden.

Confidential, Streamlined Approach and Methodology

Clients and candidates appreciate the confidentiality and streamlined approach Nordic Headhunting brings to the search process. Working on an exclusive basis, the firm prides itself on completing most assignments within a 7-8 week timeframe. They focus exclusively on "high performers" identified through a candidate screening process emphasizing: responsibility and ability to solve complex problems, high integrity and transparency, inspiring teamwork and trust, and the drive to succeed.

Relationships are paramount to Nordic Headhunting's success. Clients and candidates are assigned a single point of contact with whom they interact exclusively. This results in a broader, deeper understanding of customer needs and the building of long-term relationships that lead to repeat business over time. "We develop strong relationships based on trust with our customers and they are very appreciative of our work. As a result, we are proud that 90% of our assignments are for returning customers," says Michael Grann.

Market Conditions in the Nordic Region

As IMSA Search Denmark Managing Partner, Michael Grann views the Nordic labor market as characterized by several conditions directly affecting executive search throughout the region: 1) talent scarcity and a high demand for skilled specialists and managers across industries and organization levels; 2) workforce mobility due to stability of surrounding economies and their comparably high levels of social security; and 3) increasing attrition rates due to post-Covid focus on work/life balance, social impact of corporations, and the Great Resignation.

Expanding Global, Regional, Local Connections with IMSA Search

Michael Grann is excited to join the IMSA Search global family and to partner with experienced professionals from around the world who share values and the commitment to produce stellar results for both candidates and clients. He looks forward to expanding IMSA's capabilities throughout northern Europe. "As we continue to expand, with our new IMSA global partners, Nordic Headhunting looks forward to taking on a more international role for existing and future customers."

IMSA Search Global Partners President Monika Ciesielska welcomes the new IMSA Denmark team: "Michael and his team are an excellent addition to our worldwide organization. Their experience, expertise, and knowledge will benefit our international clients doing business in this important economic region."

IMSA Search is Optimistic

IMSA Search Global Partners is enthusiastic about the future and welcomes clients to partner with them. As entrepreneurs with an outlook focused on growth, IMSA Search has successfully assisted clients with their global and local senior talent needs for over 30 years. With 50+ offices in 25+ countries on 6 continents, their 300+ Executive Search experts span the globe to identify the right candidates to successfully lead teams and organizations locally, regionally, and globally.