

IMSA Search Global Partners Continues Expansion with Addition of IMSA Russia and Olga Selivanova-Shoff, IMSA Russia Managing Partner

FEBRUARY 25, 2021 NEWS



IMSA Search Global Partners (IMSA Search) is pleased to announce its expansion into Russia with the addition of IMSA Russia Managing Partner Olga Selivanova-Shoff and her team at Magnum Hunt Executive Search.

In-Depth Knowledge of International and Regional Market Trends

IMSA Russia Managing Partner Olga Selivanova-Shoff and her team at Magnum Hunt Executive Search are experts in the region, with over 25 years of experience in C-level and Board assignments for public and private firms throughout Russia and the CIS (Commonwealth of Independent States). Having executed over 2000 senior management search projects for their clients, Olga credits their in-depth knowledge of trends in a constantly shifting regional marketplace. According to Olga, "We are

continually monitoring market directions affecting business and management needs. In our region today, such trends include the weaker ruble, the growth of the public sector in the economy, and slowing growth rates driven by the pandemic and continuing political tensions between Russia and the West." IMSA Russia clients describe the team as being extremely knowledgeable and willing to accommodate frequent changes during a search assignment. Olga adds, "To be effective, we must be in the know and very flexible."

Olga's background in management consulting and economics plays a key role in her ability to provide the best leadership talent solutions for her clients. Prior to co-founding Magnum Hunt in 1995, she worked at Pricewaterhouse, taught at universities in the US, and did research at the Central Economic and Mathematical Institute of the Russian Academy of Sciences. She received her Ph.D. in Economics from Moscow State University. Under Olga's leadership, the MSA Russia team provides expertise in a wide range of sectors, including financial services, general industry, energy, real estate, and technology/media/telecommunications, and retail. Services include senior executive and Board of Directors search, as well as talent mapping and talent assessment using Hogan Assessments.

Tenacious and Uncompromising to Get Results

With a large Russian and international network of senior executives, IMSA Russia is tenacious in their pursuit of top candidates to fulfill clients' senior leadership and Board needs. Uncompromising when it comes to delivering quality, Olga recalls a recent Director search for a Russian technology company preparing for an IPO. Most qualified candidates were US based, and the logistics of traveling to Russia for board meetings presented a huge obstacle. Undaunted, and under a deadline, the IMSA Russia team approached dozens of senior executives, pursuing their networks of referrals across the globe. The result? The perfect candidate was identified in Europe, the client connection was made, and after a very successful IPO, the individual continues to serve on the board today.

Partnering with IMSA Search for Even Greater Success

When asked what she enjoys most about Executive Search, Olga says the learning: "I get a lot of joy from interacting with both clients and candidates, and learning from them. And when there's a match, it's a win-win." Olga says partnering with IMSA Search provides access to a larger international network, particularly with IMSA Artificial Intelligence, IMSA Search's proprietary search automation platform, the first of its kind in global executive search and which provides faster, more accurate candidate analysis: "Working with our IMSA Search colleagues gives us greater global perspective on important business trends and tools, so we are better equipped to execute successful cross-border searches and service international clients in Russia and throughout the region."

According to IMSA Search President Monika Cielsielska, Russia and the CIS present significant opportunity for growth, with their expansion into the region marking the latest in a series of additions to IMSA Search global coverage. "We are delighted to welcome IMSA Russia as the latest addition to our firm. With offices in Moscow, St. Petersburg, and London, Olga and her team bring expertise, experience, and an extensive network that will enable us to better serve our clients around the world."

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.