

# UPDATE

NEW & NOTEWORTHY DEVELOPMENTS AT THE PERFORMANCE-DRIVEN SEARCH FIRM

## To the C-Suite

The surest route to the top of a corporation is not always straight up the corporate ladder. To learn why, and to read about a wide range of career advancement strategies, executives can turn to an important new book by CTPartners Vice Chairman **Umesh Ramakrishnan**,



Umesh Ramakrishnan

*There's No Elevator to the Top* (forthcoming, fall 2008, Portfolio/Penguin Group). As a longtime search professional specializing in C-Suite positions, a sought-after industry commentator, and a regular guest on CNBC, Mr. Ramakrishnan, who is based in Cleveland, possesses a deep understanding of the elements of successful corporate leadership.



In his new book, Mr. Ramakrishnan identifies those qualities that separate top executive leaders from the rest of the pack. He presents powerful, proven lessons on topics that include the importance of using listening skills in executive offices and the reasons why star teams are not made up solely of star players. Mr. Ramakrishnan shares insights and anecdotes from top business leaders at Dell, Cadbury Schweppes, Aetna, BT Group, JCPenney, PepsiCo,

and Infosys Technologies, among others.

Like an exclusive lunch date with a table full of CEOs, *There's No Elevator to the Top* both engages and enlightens.

## Kudos to CTPartners Professionals

The recently released *BusinessWeek* list of **The World's Most Influential Headhunters** included five CTPartners professionals. *BusinessWeek* selected the list of 50 headhunters by considering numerous factors, including individual reputation, years of search experience, the global scope of the recruiting practice, visibility within client markets, accessibility of the recruiter, and recognition within the recruiter's firm and the search industry.

We congratulate the five CTPartners professionals named to the list:

**Brian Sullivan** - Chairman and CEO

**Sylvain Dhenin** - Vice Chairman, Geneva and Paris; IT services, manufacturing, energy, private equity, technology, and telecom

**Burke St. John** - Vice Chairman, New York, and Global Head of Financial Services

**Diane Segalen** - Vice Chairman, Paris; Financial services, private equity, investment banking, board practice

**Kathryn Yap** - Managing Partner, Singapore and Head of Asia Pacific TMT Practice; Technology, telecom, media, biotech, health care, and industrial



Brian Sullivan



Sylvain Dhenin



Burke St. John



Diane Segalen



Kathryn Yap

Mr. Sullivan commented, "CTPartners is honored by this selection by *BusinessWeek* and pleased to have global representation among the consultants named. Burke in New York, Diane and Sylvain in Europe, and Kathryn in Singapore represent the global excellence that is our goal. All of their work translates to high-caliber service for our clients, and we appreciate this recognition."

## Digital Leadership

Global corporations face unique leadership challenges as they pursue growth opportunities in the digital age. In a marketplace that is defined by rapid-fire change and fierce competition, effective leaders must be nimble, execution-oriented, and capable of flexing across innovative business models and organizational approaches.

With time of the essence and a limited pool of top leadership talent, CTPartners recently announced the formation of its Digital Media team. The group, which brings extensive search experience within the global technology, media, and telecom sectors, is dedicated to solving digital leadership challenges and helping clients be highly relevant and competitive in the battle for consumer loyalty.

Sharing their clients' focus on execution and results, the team understands the leadership demands and opportunities that exist within the digital space. With strong support from other professionals in CTPartners' renowned TMT practice, the Digital Media team provides maximum access and exceptional results to CTPartners' valued clients as well as global executive candidates in the digital marketplace.

