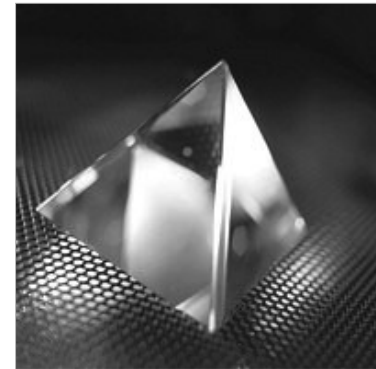


Value Search

We help companies increase value by finding valuable people



Company



What we offer

Search, evaluation and selection of specialists and managers.

Executive search projects based on meeting our clients' specific needs and carried out locally, nationally or internationally.

Analysis of the competition by sector and by function, benchmarking projects.

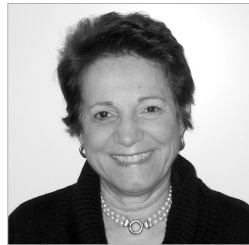
Integrated evaluation techniques such as assessments and definition of psychological profiles, with the support of our specialists.

The Value Search team offers a service to the client founded on years of experience in companies and in consulting and a professional approach based on commitment, quality, trust and confidentiality.

Partners



Giovanna Brambilla



Chiara Leonardi



Caterina Tortorella



Lory Yedid

The Taplow Group



www.taplogroup.com

The Taplow Group is a consortium of leading independent executive search and human capital consultants from the Americas, Europe and the Asia Pacific countries. Members are bound together by their commitment to promote the highest level of professional excellence and services.

Partners profile



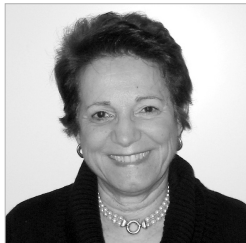
Giovanna Brambilla

Before joining the world of executive search she started her career as Marketing Manager in Calzaturificio di Varese (Benetton Group). In 1992 she joined TMC Amrop International as Head of Research; she was nominated Consultant in 1995 and was most recently Partner in TMP Worldwide Search.

She was Alumni Bocconi Board Member for four years.

She took her degree in Economics at the Bocconi University and has significant experience in the Industrial, Consumer, Fashion and Luxury Goods sectors, executing search projects for managerial positions both in Italy and throughout Europe.

She speaks English and French.



Chiara Leonardi

Chiara Leonardi holds a Degree in Foreign Languages and Literatures at Bocconi University in Milan, and began her professional career working in the family business, active in the field of mechanical construction. In this context she developed her expertise up to become Managing Director.

In 1984 she joined one of the major Executive Search firms, where she managed search and selection projects of high-profile managerial roles in Italy and abroad, particularly in the industrial and financial services sectors.

In 2001 Bocconi University offered her the responsibility of the Bocconi Alumni Relations Office. This service, avant-gard in Italy, encourages links and relationships between Bocconi's students worldwide. The network counts active alumni chapters in 65 geographical areas and aims to facilitate and support the professional careers of former students. Chiara Leonardi lives in Milan, has 2 sons and speaks French and English.

Partners profile



Caterina Tortorella

She got a Master Degree, cum laude, in Philosophy at the University of Milan. She joined TMP Worldwide Group (later known as Hudson), where she worked for almost ten years and consolidated her professional experience, managing national and international search projects in various market industries (Entertainment, Pharma, Electronic Goods, Professional Services).

In particular, in TMP she was responsible of managing the IT/TLC sector, supporting customers in the search of managers and high profile specialists. She speaks English.



Lory Yedid

Her working experience has predominantly been in the Luxury/Fashion sector.

Her career started at Gianni Versace, where during the last years of her long tenure she was Worldwide Sales Director.

From her own showroom in Milan, she managed the distribution of brands such as Versus, Christian Lacroix and Narciso Rodriguez.

First started in executive search at an executive search company in Paris, managing important placements within the Luxury, Fashion and Distribution sectors. In 2003 she set up the company's branch office in Italy.

She has an BA in Foreign Languages and is fluent in French, English and Spanish.

Our values



Competencies, professionalism and knowledge matured over years of experience in companies, in consultancy and in international executive search firms.

Partnerships with our clients, in which we share the results obtained and the possible risks associated with a new managerial structure.

Flexibility in structuring our projects in order to respond to our clients' real needs.

Professional ethics: integrity and confidentiality in our relations with clients and candidates.

Determination and perseverance in the performance of our mission up to the complete fulfilment of our clients' expectations.

Passion for our work.

Quality and tailor-made services.

Method



Partnership

Consulting in organisation, compensation and profile definition.

Support during the candidate's entry into the company.

One Partner responsible for the project, with the support of the entire Value Search team.

Continuation of the project until client is completely satisfied.

Fees which reflect our participation in both the opportunities and risks involved for our clients.

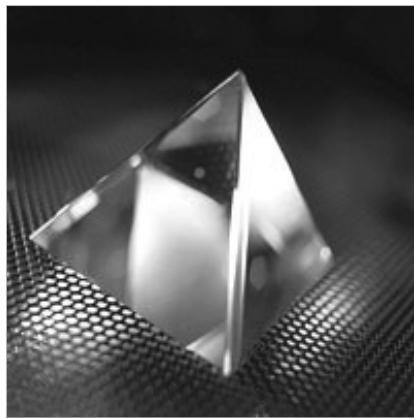
> [Method: phases and results](#)

Method: phases and results



Search Phases		Results
Analysis of the position and of the relevant organisational context.	➔	Profile of the ideal candidate and description of the company for "marketing" the position.
Research strategy: target of companies, identification of parallel positions, verification of match with the ideal profile.	➔	Mapping of the market and list of potential candidates for the job.
Analysis and evaluation of the candidates, presentation of the position and of the company, motivation of candidates.	➔	Presentation of a short list of candidates who respond to the "ideal" profile, and who are informed of the position requirements and the company's future plans.
Assistance in the negotiation phase with the chosen candidate.	➔	Facilitation of the negotiation process with the candidate and presentation of references.
Assistance to the client and the candidate for the first six months in the company.	➔	Support in the candidate's introduction into the company and in the clarification of any misunderstandings.

Expertise



- **Fashion, Retail & Luxury**
- **IT/TLC**
- **Consumer**
- **Professional services**
- **Pharma**
- **Industrial**
- **Financial services**
- **Media, Advertising & Entertainment**

Contact



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We are 50 metres from the S. Ambrogio
underground station (Line 2).

Company info



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Register number: MI 1711731
Share capital: 26.000,00 Euro fully secured
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