

## CEO for AIF Fund

### **The Client:**

The client is a well-established listed Financial Services firm with a business interest in NBFC, Housing finance, and Asset Management Company.

**Location:** Mumbai

### **Hiring Need:**

The client was in process of launching its maiden domestic AIF focused in real estate investments and was seeking to fill a top position of a dynamic CEO with a sound reputation in the industry.

### **Situation:**

Given that the client is a listed establishment, this was price sensitive and classified information with a highly confidential approach towards identifying the best fit.

Having financed all the top developers of India through their NBFC operations, the client's was one of the leaders in their sphere of business.

Comprehension of all the micro markets of India and understanding of the Real Estate industry investment rationales were the key qualities the client was seeking in their CEO.

### **The vital interface:**

See & Recruit has an extensive knowledge and outreach in this space. This inspired the client to place complete trust in us making See & Recruit exclusive hiring- search partner for this assignment. Given this opportunity, we chose to follow the process which is typically followed by all the Global Search firms.

### **The Right Fit:**

In a short span of time, See & Recruit presented a list of candidates who were best suited for the role. This strategy was to approach just top 3 candidates which were mutually decided upon by the client and See & Recruit after a detailed discussion.

The short-listing process was validated by infallible track record See & Recruit had of each candidate. The search was soon concluded with one of the three candidates.

### **Key Success Factor**

This closure was well covered in Media and noted by the entire industry. This illustrated closure endorsed the ability of boutique search firm ability to deliver such exclusive searches and close the deal in record time.