

Case Study: Managing Partner – Private Equity for an Overseas Hedge Fund



Client Background

Our client is a Hedge Fund headquartered overseas, that was planning to launch a billion-dollar private equity firm in the US.

The Brief

Page Executive competed with five of the largest and most prestigious executive search firms in the country in order to win this account.

We were invited by the hedge fund to pitch our plan to recruit a Managing Partner for its soon-to-launch US private equity firm.

The successful candidate would be responsible for setting up and running the firm, undertaking principal investing, raising capital, and building a team.

The Managing Partner would report into the overseas-based owners of the hedge fund, with the potential to progress as a co-owner of the fund.

The successful candidate would be expected to generate tens of millions of dollars in revenue.

Search Methodology



Engagement

Page Executive won the pitch after three demanding rounds of interviews with the owners of the hedge fund. This was an extremely high profile and sensitive mandate, as it entailed the investment of over a billion dollars by three families based overseas. The search was completely confidential, so Page Executive and all shortlisted candidates we required to sign non-disclosure agreements.



Sourcing

Page Executive identified 140 potential candidates who were Managing Partners of private equity firms. This talent was found by researching top conferences targeted at these kinds of firms. Discussions over the profiles with the owners brought the shortlist down to 15 candidates.



Assessment

Through intensive rounds of interviews, Page Executive arrived at the top 8 candidates, each of whom were introduced to the owners through in-person meetings. Each candidate had relevant experience and skills.



Delivery

The final 3 candidates were flown to the overseas headquarters for an interview with the owners, which included key decision makers from the families, their lawyers, and Board members from their firms. Page Executive led the entire recruitment process, engaging with these senior stakeholders to ultimately arrive at a unanimous decision on the strongest candidate.

The Results

The successful candidate was a professional who had previously set up and run his own private equity firm for many years. He had the toolkit of skills to achieve the ambitious targets attached to the Managing Partner role. He was also based in New York, which was a preference of the client. The hedge fund owners are extremely satisfied with the candidate, who has already surpassed their expectations in terms of revenue generation.

Number of weeks to complete the assignment **5**

Number of candidates identified **140**

Number of candidates shortlisted **8**

If you would like to discuss your recruitment needs, please contact:

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