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the client

Founded in 1970 as the first independent technology research and consulting firm, Yankee Group is the most respected source of deep insight and counsel on the impact of the global connectivity revolution on enterprises and consumers. Their expertise spans the technologies creating communications change, and the regions and industries affected by that transformation. With U.S. headquarters in Boston and European headquarters in London, the firm has additional offices in Canada, Europe, the Middle East, Africa, Latin America and Asia-Pacific. Yankee Group was acquired in November 2005 by an investment group led by private equity firm Alta Communications, and included Emily Nagle Green who functions as Yankee Group’s CEO.

the search

Ms. Green retained John Barrett to conduct a search for the newly created position of Senior Vice President, Consulting Services at Yankee Group. She comments, “This was an unusual role and we knew it would be a difficult position to fill. There were multiple directions in which we could take the search and we needed a recruiter to cover a broad landscape of possible candidates, but also guide us in the most appropriate direction. During preliminary conversations about this assignment, John demonstrated a clear, structured approach to how he would conduct the search, with creativity in terms of where he would look for this candidate. He thoroughly understood our strategy, our management team and our culture. I also liked that John owned the process and managed it diligently. I was never concerned that we weren’t making progress. He was structured and proactive throughout.

Our search got off to a fast start and we soon had a stream of candidates with the diversity of backgrounds that we were looking for. John is different from other search professionals in that he is a tough sell on the candidates he meets with. He doesn’t fall in love with them quickly; he has a critical eye. I quickly learned to trust his assessments on candidates. Regarding his personal style, John is thoughtful instead of reactionary. He takes the time to listen and thoroughly understand what you’re trying to accomplish so that he can advise you on the best course of action. John truly partnered with us and I felt like he was on our team in making this hire, as if he would be working with this person from day-to-day.”

the result

Ms. Green continues, “On a scale of one to five, this search was a five. We had a solid process that moved quickly, and we were well-informed throughout.” Yankee Group attracted Stephen Goldstein to serve as Senior Vice President, Consulting Services. Mr. Goldstein has over 15 years of business and technology strategy consulting experience with leading strategy boutiques and multi-discipline general management firms. Most recently, he served as Founder & Partner with Growth Advisors, a boutique consulting firm developing growth strategies for venture-backed and publicly-traded high-technology, communications, and biotechnology industry companies. Prior to this, he served with DiamondCluster International, a publicly-traded, global management and IT strategy consulting firm, as Vice President & Partner. His career includes strategy roles with Adventis and The MAC Group/Gemini Consulting (nka CapGemini), as well as Texas Instruments where he progressed through analyst, sales, and marketing roles.