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the client

USG Corporation is a Fortune 500 manufacturer and distributor of high-performance building systems through its United States Gypsum Company, USG Interiors, Inc. and L&W Supply Corporation subsidiaries. For more than 100 years, Chicago-based USG has been a leader in producing innovative products and systems to build the environments in which we live, work and play. The company serves the residential and non-residential construction markets, repair and remodel construction markets, and industrial processes. USG's wall, ceiling, flooring and roofing products provide leading-edge building solutions for customers, while L&W Supply center locations efficiently stock and deliver building materials nationwide.

the search

Chris Rosenthal, Director, Talent Management & Diversity at USG comments, “I was introduced to Mary Kier by a trusted colleague who had worked with her in a previous career. I found that Mary took the time to get to know us in great detail. She became intimately familiar with our business and product offerings, the way we go to market, our corporate culture, and our organizational priorities. This allowed her to become the voice necessary on the front-end to attract the best candidates to USG. This knowledge, combined with her warm personality and drive for success, has enabled Mary to identify high potential candidates for our executive searches.

Mary’s style is professional, thorough, timely, and aggressive. What really strikes me is how she becomes a true partner with the companies she works with. In her role, she practices straight talk and is not afraid to offer her opinion if she feels the search is off track. In addition, she is open to the same straight talk from her clients. She has the same goal that we have: to find the best candidate for the position that will assist us in achieving our organizational goals.”

the result

After being awarded and successfully completing an initial assignment with USG Corporation, Cook Associates, Inc. and Mary Kier were added to the organization’s preferred vendor list. Since partnering with USG, Mary has filled multiple senior positions with executives overseeing Ceiling Systems Marketing, Emerging Markets, Marketing Communications, Retail Marketing and Segment Marketing.