

## PRESS RELEASE

### HILL International's Triple Expansion

#### **New Offices in the West and Southeast**

HILL International is now operating with an American partner in the global search for managers. The USA partner is the number 20 of the American executive search firms, Gilbert Tweed. The firm operates five offices in the USA, three offices in India (New Delhi, Bangalore and Mumbai) and one in Paris. A further expansion in the States is planned, as is market entry in Argentina and Brazil.

This partnership makes it easier for American companies to open up markets in CEE and SEE. Investment in the quality of management position allocations is a decisive factor for the quick development of companies in new and foreign markets. HILL also supports expanding companies in the creation of correct market entry strategies. Simultaneously it is easier for Austrian, German, but also e.g. Russian clients to identify outstanding managers in the USA. Gilbert Tweed has existed, like HILL, for approximately 35 years and possesses an excellent data basis for executive search projects in America, Asia and in the Gulf region.

Simultaneously to the USA, a new office for Benelux based in Rotterdam has started up. With Jasper Ligtenberg, the new partner in Holland, who possesses youth, dynamism and six years of successful experience in the region, Dutch companies can now be supported in globalisation activities. Not just news in the West: HILL has been present in the Macedonian market since the year 2000; last October the new company HILL International Skopje was founded. The goal is now to present the HILL services on the comparatively small Macedonian market (2.1 million population), and to offer companies professional support above all in the personnel search and selection process. Currently there is great demand above all for finance and sales managers as well as IT experts.

The new partners especially appreciate that an own competence analysis procedure exists, which, through the availability in now 17 languages and the local norming for all HILL regions, guarantees an objective assessment of potential and thus position allocation. This achieves even more risk reduction for clients and grants them a competitive advantage.

