Tier One Executive Search Expands Retail Dealership Practice

Tier One Executive Search adds two people to focus on growing its dealership practice and estimates it will grow from 12% of its overall business to over 30% by 2020

DETROIT (PRWEB) February 06, 2019 -- Detroit based automotive and manufacturing recruitment firm, Tier One Executive Search, is expanding its dealership recruitment practice in the USA and Canada. The firm's Senior Partner, Mark Thibodeau said, "People have always known us for the manufacturing side of our business, but we have also recruited for passenger car, recreation vehicle, off-highway equipment, and heavy vehicle retail operations for many years." Thibodeau went on to say that "Our focus in the next 12 months will be to grow our client base within the top 150 dealership groups in the passenger car segment"

Tier One Executive Search recruits on the manufacturing side of the automotive supply base in Asia, Europe and North America, but will continue to focus its retail practice strictly in the USA and Canada. Aynk Murtty, Director of Business Development for Tier One says, "We have taken steps to see that our retail practice grows to 30% of our overall revenues by 2020 - right now we are less than 15% on the dealership side." Murtty also stated that 2 key people have been put in place on the fulfillment side of the business to support this effort. "We have always been process driven and our recruitment process is the same, robust process for both the retail and the manufacturing side of our business. The key thing is that we are able to consistently deliver talent that has a positive impact on our client companies.", he said. Tier One recruits for dealer groups at senior levels as well as at the store level for General Managers, Sales/Leasing Managers, and Finance and Service Managers with the United States and Canada.
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