






















WASHINGTON BUSINESS JOURNAL

THE LIST

EXECUTIVE AND PROFESSIONAL RECRUITERS

RANKED BY REVENUE FROM METRO-AREA EXECUTIVE AND PROFESSIONAL PLACEMENTS IN 2020

Name/Prior/URL	Address/Phone	Revenue from metro-area executive placements 2020	Number of executive placements in the metro area 2020	Percent from retained search	Percent from contingency search	Average revenue per recruiter in the metro area	Top local executive
1 Korn Ferry  www.kornferry.com	1700 K St. NW, #700 Washington, DC 20006 202-622-9444	\$17.3 million	NA	NA	NA	NA	Steve Wilson, Vice chairman Debra Corbin, Managing partner, Washington Mario Pepe, Managing partner, Washington mario.pepe@kornferry.com
2 Major, Lindsey & Africa  mlajobtal.com	555 12th St. NW, #1220 Washington, DC 20004 202-628-0660	\$10.13 million	19	45%	37%	NA	Jeffrey Lowe, Global practice leader, law firm practice/ managing partner jlowe@mlajobtal.com Deborah Ben-Canaan, Partner/senior practice leader, in-house counsel recruiting dben@mlajobtal.com Darin Morgan, Partner, associate practice group dmorgan@mlajobtal.com
3 Turn2Partners  turn2partners.com	520 Huntmar Park Dr. Herndon, VA 20170 571-302-4999	\$5.8 million	70	10%	90%	NA	Chris Owen, President/CEO cowen@turn2partners.com
4 District Partners  districtpartnersllc.com	1440 G St. NW Washington, DC 20005 571-299-7393	\$5.5 million	11	NA	20%	NA	Josh Fisher, Partner jfisher@districtpartners.com
5 K&A/Krauthamer & Associates LLC  kapatners.com	7101 Wisconsin Ave., #1210 Bethesda, MD 20814 301-654-7533	\$5 million	NA	100%	0%	NA	Todd Dorfman, Partner tdorfman@kapatners.com
6 Cordia Search  cordiasearch.com	8330 Boone Blvd., #350 Vienna, VA 22182 703-462-6200	\$3.55 million	159	5%	95%	\$236,000	Joseph Greaves, Managing partner Donald Olinen, Co-managing partner Marc Zent, Partner Nat Jones, Partner Raymond Rice, ray@cordiasearch.com Lee Sciflings, lsciflings@cordiasearch.com Ron Logan, ron@cordiasearch.com Jill Carry, Partners jcarry@cordiasearch.com
7 Capital Search Consultants LLC  capitalsearch.com	1934 Old Gallows Rd., #520 Vienna, VA 22182 703-268-3600	\$3.5 million	140	25%	75%	\$270,000	William McCormick, CEO wmc@capitalsearch.com
8 The McCormick Group Inc.  mccormickgroup.com	1525 Wilson Blvd., #275 Arlington, VA 22209 703-841-1700	\$3.26 million	66	65%	35%	\$232,000	William McCormick, CEO wmc@mccormickgroup.com
9 JDG Associates Ltd.  jdgsearch.com	1700 Research Blvd. Rockville, MD 20850 301-340-2210	\$3.03 million	45	100%	0%	\$305,000	Darren DeGisi, President darren.degisi@jdgsearch.com
10 The Forza Group  theforzagroup.net	11921 Freedom Dr. Reston, VA 20190 703-810-3099	\$3 million	NA	NA	NA	NA	Jerry Finazzo, Owner/President jfinazzo@theforzagroup.net
11 accelHRate  accelerate.com	620 Herndon Plaza, #110 Herndon, VA 20170 571-599-2242	\$2.96 million	10	100%	0%	NA	Kimberly Shanahan, Founder/CEO Kelly McPherson, Managing partner kelly.mcpherson@accelerate.com
12 Lochlin Partners  lochlinpartners.com	1818 Library St., #500 Reston, VA 20190 703-584-3210	\$2.7 million	NA	100%	0%	NA	Lisa Wright, Pat Frost, Managing partners pat.frost@lochlinpartners.com
13 Ken Leiner Associates Inc.  l7search.com	10401 Connecticut Ave., #140 Kensington, MD 20895 301-933-8800	\$2.14 million	65	20%	80%	\$300,000	Ken Leiner, President ken@l7search.com Frank Blumers, VP frank@l7search.com
14 Klein Landau LLC  klandau.com	10221 River Rd., #98211 Potsdam, MD 20859 202-728-0100	\$1.75 million	20	10%	90%	\$583,000	David Landau, Principal david@klandau.com Gary Klein, Principal gary@klandau.com
15 Cabot Consultants  cabotinc.com	1750 Tysons Blvd., Suite 1500 McLean, VA 22102 703-283-3121	\$1.67 million	16	100%	0%	\$418,500	Tom Berry, tom.berry@cabotinc.com Gary Roberts, Managing partners gary.roberts@cabotinc.com
16 Porter Group Inc.  portergroup.com	1750 Tysons Blvd., #400 McLean, VA 22102 703-506-8700	\$1.5 million	105	20%	75%	\$220,000	James Porter, President jporter@portergroup.com
17 Bridge Partners  bridgepartnersllc.com	1050 Connecticut Ave. NW, #500 Washington, DC 20036 202-809-0876	\$1.46 million	NA	100%	0%	NA	Debbie Tang, Partner debbie.tang@bridgepartnersllc.com
18 Focus Staffing Group  www.focus-careers.com	4000 Legato Rd., #140 Fairfax, VA 22033 703-529-6550	\$1 million	40	NA	100%	\$300,000	Kevin Poplawski, President/CEO
19 CSI Executive Search  csi-executivesearch.com	2200 Pennsylvania Ave. NW Washington, DC 20037 877-329-1825	\$595,000	NA	NA	NA	NA	Dennis Spina, CEO
20 Jones Networking  jonesnet.com	1800 Diagonal Rd., #490 Alexandria, VA 22314 703-834-9400	\$416,000	NA	NA	NA	NA	Daniel Jones, Partner djones@jonesnet.com
21 BizyBee Professional Staffing & Biz'Ness Solutions LLC  bizybs.com	8181 Professional Pl., #205 Hyattsville, MD 20785 301-459-1233	\$200,000	10	5%	95%	\$51,000	Danae Hubbard, President
22 FitzDrake Search Inc.  fitzdrakesearch.com	20516 Rosewood Manor Sq. Auburn, VA 20147 703-729-6110	\$110,000	2	100%	0%	\$110,000	Bill Fitzgerald, CEO/founder bill@fitzdrakesearch.com

This article appeared in the Washington Business Journal on October 15, 2021. It has been reprinted by the Washington Business Journal and further reproduction by any other party is strictly prohibited. Copyright ©2021 Washington Business Journal, 1100 Wilson Blvd, Suite 800, Arlington, VA 22209