





















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	John Hines, Vice President Debra Carlin, Managing partner, Washington Marie Page, Managing partner, Reston marie.page@kornferry.com
2 Majac, Lindsey & Africa  majac@aol.com	515 12th St. NW, #1120 Washington, DC 20004 202-429-0900	\$16.13 million	19	40%	37%	NA	Jeffrey Lines, Global practice leader, law firm practice/ managing partner jefflines@lma.com Deborah Ben-Canaan, Partner/interim practice leader, in-house counsel recruiting dben@majac.com Dawn Morgan, Partner, executive practice group dmorgan@lma.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  dtpartners.com	1440 G St. NW Washington, DC 20003 571-289-7481	\$1.5 million	11	NA	20%	NA	Josh Fisher, Partner jfisher@districtpartners.com
5 K&A/Krauthamer & Associates LLC  kapartners.com	7101 Wisconsin Ave., #1210 Bethesda, MD 20814 301-434-7512	\$1 million	NA	100%	0%	NA	Todd Dorfman, Partner tdorfman@kapartners.com
6 Conda Search  condasearch.com	8120 River Blvd., #100 Vienna, VA 22182 703-462-6200	\$1.55 million	119	5%	91%	\$236,000	Joseph Greenes, Managing partner David Olmson, Co-managing partner Marc Zaid, Partner Nat Jones, Partner Raymond Rice, rjrice@condasearch.com Lee Doolittle, ldoolittle@condasearch.com Ron Logan, ron@condasearch.com JD Carry, Partners jcarry@condasearch.com
7 Capital Search Consultants LLC  capitalsearch.com	1934 Oak Gables Rd., #520 Vienna, VA 22182 703-286-3600	\$1.5 million	140	25%	75%	\$276,000	William McCormick, CEO wmcorm@capitalsearch.com
8 The McCormick Group Inc.  mcmccormickgroup.com	1525 Wilson Blvd., #175 Arlington, VA 22209 703-841-1700	\$1.26 million	66	60%	20%	\$232,000	William McCormick, CEO wmcorm@capitalsearch.com
9 JDG Associates Ltd.  jdjsearch.com	1700 Research Blvd. Rockville, MD 20850 301-340-2210	\$1.03 million	41	100%	0%	\$250,000	Darren DeGross, President darren.degross@jdjsearch.com
10 The Forza Group  theforzagr.com	11921 Freedom Dr. Reston, VA 20190 703-820-2899	\$1 million	NA	NA	NA	NA	Jerry Forzani, Owner/President jforzani@theforzagr.com
11 accolHRate  acolhrate.com	620 Herndon Place, #110 Herndon, VA 20170 571-999-2242	\$2.96 million	18	100%	0%	NA	Kimberly Shuman, Founder/CEO Kelly McPherson, Managing partner kelly.mph@accolhrate.com
12 Locklin Partners  locklinpartners.com	1818 Liberty St., #500 Reston, VA 20190 703-584-5210	\$1.7 million	NA	100%	0%	NA	Lee Wright, Pat Frost, Managing partners pat.frost@locklinpartners.com
13 Ken Lerner Associates Inc.  klsearch.com	10401 Connecticut Ave., #140 Bethesda, MD 20814 301-933-8800	\$1.14 million	61	20%	80%	\$180,000	Ken Lerner, President ken@klsearch.com Tanya Blumens, VP tanya@klsearch.com
14 Klein Landau LLC  kleinlandau.com	10221 River Rd., #95211 Potomac, MD 20854 202-720-6100	\$1.75 million	20	10%	90%	\$183,000	David Landau, Principal dlandau@kleinlandau.com Gary Klein, Principal gary@kleinlandau.com
15 Cabot Consultants  cabotinc.com	1750 Tyson Blvd., Suite 1100 McLean, VA 22102 703-283-3221	\$1.67 million	18	100%	0%	\$418,000	Tom Berry, tom.berry@cabotinc.com Gary Roberts, Managing partner gary.roberts@cabotinc.com
16 Porter Group Inc.  portergroup.com	1750 Tyson Blvd., #600 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	1010 Connecticut Ave. NW, #100 Washington, DC 20036 202-805-0676	\$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%	\$180,000	Karen Poplawski, President/CEO
19 CSI Executive Search  csi-executivesearch.com	2200 Pennsylvania Ave. NW Washington, DC 20027 877-329-1825	\$195,000	NA	NA	NA	NA	Dennis Spahn, CEO
20 Jones Networking  jnetnet.com	1300 Diagonal Rd., #490 Alexandria, VA 22314 703-694-9400	\$416,000	NA	NA	NA	NA	Daniel Jones, Partner djones@jnetnet.com
21 BizBee Professional Staffing & BizWess Solutions LLC  bizbees.com	8181 Professional Pl., #205 Hyattsville, MD 20785 301-459-1233	\$200,000	10	5%	95%	\$11,000	Daniel Hubbard, President
22 FitzDrake Search Inc.  fitzdrakesearch.com	20116 Rosemont Manor Sq. Arlington, VA 20147 703-720-6130	\$110,000	2	100%	0%	\$110,000	Bill Fitzgerald, CEO/Founder bfitz@fitzdrakesearch.com

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