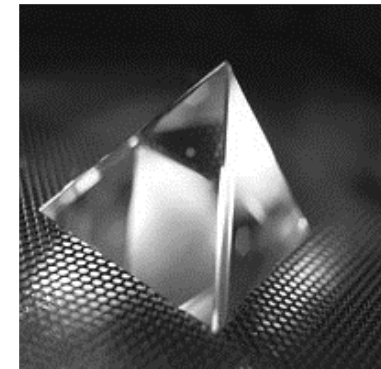
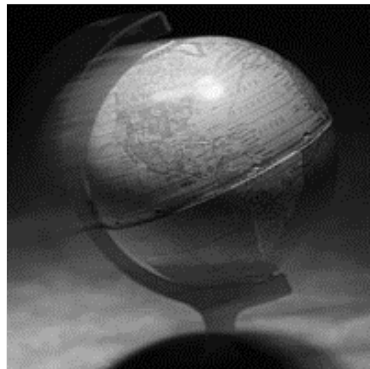
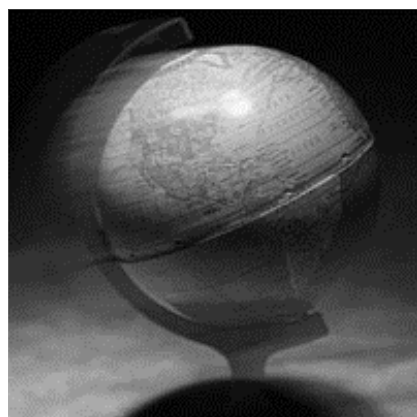


# Value Search

We help companies increase value by finding valuable people



## Company



### **What we offer**

Search, evaluation and selection of specialists and managers.

Executive search projects based on meeting our clients' specific needs and carried out locally, nationally or internationally.

Analysis of the competition by sector and by function, benchmarking projects.

Integrated evaluation techniques such as assessments and definition of psychological profiles, with the support of our specialists.

The Value Search team offers a service to the client founded on years of experience in companies and in consulting and a professional approach based on commitment, quality, trust and confidentiality.

## Partners



Giovanna Brambilla



Roberta Rachello



Caterina Tortorella



Lory Yedid

## The Taplow Group



[www.taplowgroup.com](http://www.taplowgroup.com)

The Taplow Group is a consortium of leading independent executive search and human capital consultants from the Americas, Europe and the Asia Pacific countries. Members are bound together by their commitment to promote the highest level of professional excellence and services.

## Partners profile



### **Giovanna Brambilla**

Before joining the world of executive search she started her career as Marketing Manager in Calzaturificio di Varese (Benetton Group). In 1992 she joined TMC Amrop International as Head of Research; she was nominated Consultant in 1995 and was most recently Partner in TMP Worldwide Search.

She was Alumni Bocconi Board Member for four years.

She took her degree in Economics at the Bocconi University and has significant experience in the Industrial, Consumer, Fashion and Luxury Goods sectors, executing search projects for managerial positions both in Italy and throughout Europe. She speaks English and French.



### **Roberta Rachello**

She began her career in Andersen Consulting working on IT and organizational projects in the financial sector, later moving to A.T. Kearney where she focused on growth and strategic development projects. During this period she worked at the London and Milan offices on international projects.

Since 2001 she has specialized in Executive Search, initially with A.T. Kearney and then with Management Search, where she worked on the selection at European level of managers in the financial and IT sectors.

After graduating in Economics from Bocconi University, she specialized in International Management at ESADE Business School in Barcelona. She speaks English and Spanish.

## Partners profile



### **Caterina Tortorella**

She got a Master Degree, cum laude, in Philosophy at the University of Milan. She joined TMP Worldwide Group (later known as Hudson), where she worked for almost ten years and consolidated her professional experience, managing national and international search projects in various market industries (Entertainment, Pharma, Electronic Goods, Professional Services). In particular, in TMP she was responsible of managing the IT/TLC sector, supporting customers in the search of managers and high profile specialists. She speaks English.



### **Lory Yedid**

Her working experience has predominantly been in the Luxury/Fashion sector. Her career started at Gianni Versace, where during the last years of her long tenure she was Worldwide Sales Director. From her own showroom in Milan, she managed the distribution of brands such as Versus, Christian Lacroix and Narciso Rodriguez. First started in executive search at an executive search company in Paris, managing important placements within the Luxury, Fashion and Distribution sectors. In 2003 she set up the company's branch office in Italy. She has an BA in Foreign Languages and is fluent in French, English and Spanish.

## Our values



**Competencies, professionalism** and knowledge matured over years of experience in companies, in consultancy and in international executive search firms.

**Partnerships** with our clients, in which we share the results obtained and the possible risks associated with a new managerial structure.

**Flexibility** in structuring our projects in order to respond to our clients' real needs.

**Professional ethics:** integrity and confidentiality in our relations with clients and candidates.

**Determination and perseverance** in the performance of our mission up to the complete fulfilment of our clients' expectations.

**Passion** for our work.

**Quality** and tailor-made services.

## Method



### **Partnership**

Consulting in organisation, compensation and profile definition.

Support during the candidate's entry into the company.

One Partner responsible for the project, with the support of the entire Value Search team.

Continuation of the project until client is completely satisfied.

Fees which reflect our participation in both the opportunities and risks involved for our clients.

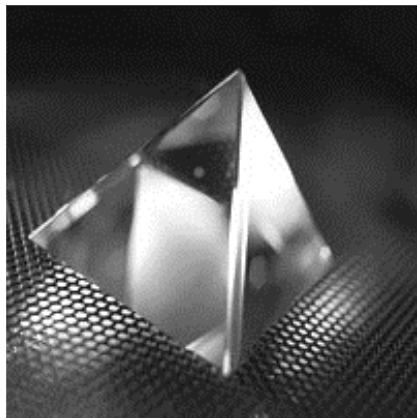
## Method: phases and results



Search Phases		Results
Analysis of the position and of the relevant organisational context.	➔	Profile of the ideal candidate and description of the company for "marketing" the position.
Research strategy: target of companies, identification of parallel positions, verification of match with the ideal profile.	➔	Mapping of the market and list of potential candidates for the job.
Analysis and evaluation of the candidates, presentation of the position and of the company, motivation of candidates.	➔	Presentation of a short list of candidates who respond to the "ideal" profile, and who are informed of the position requirements and the company's future plans.
Assistance in the negotiation phase with the chosen candidate.	➔	Facilitation of the negotiation process with the candidate and presentation of references.
Assistance to the client and the candidate for the first six months in the company.	➔	Support in the candidate's introduction into the company and in the clarification of any misunderstandings.

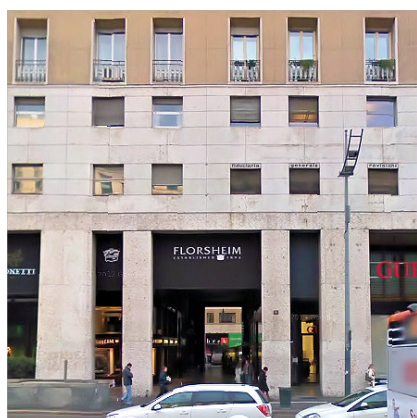


## Expertise



- **Fashion, Retail & Luxury**
- **IT/TLC**
- **Consumer**
- **Professional services**
- **Pharma**
- **Industrial**
- **Financial services**
- **Media, Advertising & Entertainment**

## Contact



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We are 50 metres from the San Babila  
underground station (Line MM 1).

## Company info



Company name: **Value Search Srl**  
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