



## **PRESS RELEASE**

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### **HOLDEN LAUNCHES INNOVATIVE SEARCH PRACTICE**

In an effort to further drive client sales achievement, Holden International has launched an innovative executive search practice after 12 months of planning and preparation.

Holden Executive Search completes the full platform of Holden offerings that positively impact sales performance. This kind of comprehensive platform can effectively address three key drivers of an organization's achievement: core competencies, enabling environment and personal attributes.

“While it is important to have core competency development via methodology and training, and it is imperative to create the right enabling environment via sales leadership and supporting tools and software, if a consulting firm is fully committed to improving clients' overall sales effectiveness, it must address the talent issue,” said Paul Dillon, President of Holden International Executive Search. “Matching the right talent with the right situation to drive performance improvement is the crux of our search practice.”

Holden International Executive Search is a boutique, personally-attentive, retained Executive Search Practice that brings quality and commitment to each and every search initiative. The Firm brings a wealth of personal experience, over 35-years of search experience alone, to each assignment and yet has virtually no off-limits issues.

The client will receive 100 percent of the attention and energy of a highly experienced, senior search consultant and his support team. Our search process involves a proven methodology that is disciplined, consistent and dependably effective.

The Practice supports client talent development through original research, identification, structured assessment, and recruitment of world-class sales and executive leaders. This highly intense and selective process is aimed at finding the very best candidates efficiently.

“Holden's proven track record over the last almost 30 years combined with its platform of consulting services, training, software and executive search, make Holden uniquely qualified to enable organizations to reach their full sales potential” said Ryan Kubacki, President of Holden International.

With more than 17 years of experience, Paul Dillon serves as President of Holden Executive Search and brings exceptional Executive Search knowledge, industry experience and an extensive network of contacts. Mr. Dillon spent a significant part of his career working for A.T. Kearney Executive Search.



Mr. Dillon joins Holden after working at ConAgra Foods, a Fortune 200 diversified food manufacturer, where he held several key corporate management roles including Director Enterprise Procurement Transportation Services and Director of Strategic Analysis. Paul managed a budget of \$600 million and a team of 20 individuals.

Joining Mr. Dillon as a Board Advisor to the Executive Search Practice is Charles W. Sweet, the former Chairman of A.T. Kearney Executive Search. Mr. Sweet has over 30 years of executive search experience and has been recognized as one of the top 150 recruiters in The Career Makers: North America's Top Executive Recruiters. Mr. Dillon and Mr. Sweet have worked together in various capacities for nearly 20 years.

Mr. Dillon received an MBA from the Kellogg School of Business at Northwestern University and a Bachelor of Arts degree from Colgate University.

#### **About Holden International**

Founded in 1979, Holden International is the leading sales effectiveness consulting firm that provides innovative thinking to drive sales achievement for client organizations and sales professionals around the world. Recognized as the pioneer of the sales methodology industry with the introduction of Power Base® Selling, Holden has continued to innovate and today offers clients an integrated platform of consulting services, training, software, and executive search to make sales and customer relationship proficiency a sustainable competitive advantage. Holden has worked with over 550 enterprise and mid-market companies and 300,000 sales professionals in twenty-five countries to increase sales revenue and profit margins, improve customer loyalty, shorten sales cycles, and build pipeline.

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