



Automotive Overview

The convergence of globalisation, modular manufacturing, just-in-time delivery, and new technology makes this a challenging and exciting period for the Automotive Supply, Leasing and OEM sectors. In such a competitive environment, the ability to deliver a shortlist of candidates rapidly, accurately and within budget makes Farn Williams' Automotive Division a key partner in hiring the best talent.

Working for client companies across Western and Eastern Europe, and selected Global Emerging Markets, our strictly quality controlled 30 step recruitment process combined with an extensive database and real drive to get the job done, allows us to identify and attract the best qualified candidates with the minimum opportunity cost to the client's time.

While we continue to focus on core markets such as France and Germany, we are also well placed to service the new international markets. The growth engine for automotive will come from Emerging Markets which, with their lower cost strategic manufacturing base, as well as a much lower per capita vehicle ownership ratios, are being used not only to reduce manufacturing costs, but also to push regional and international sales and exploit new full service leasing potential. Markets where we already have a strong franchise and an inside track on the best talent. We are also able to draw on cross functional expertise from our Technology Desk to help with e-business driven logistics, purchasing & supply initiatives.

With a wealth of opportunity for OEMs and suppliers, speed of delivery, product innovation and streamlined processes will dictate market leadership. Meeting these and other business challenges, (labour relations, alliances, and shareholder value) make having the best talent for key positions in General Management, Operations, Sales Purchasing, R&D, HR and Finance more critical than ever.

This is where we come in.



Key Segments

- Automotive Suppliers (Tier I and II)
- OEMs
- Operational & Fleet Leasing

Key Functions

- General Management
- Business Development & Sales
- Finance & Controlling
- Purchasing & Operations
- Engineering
- Human Resources

Key Geographies

- France
- Germany
- Other Western Europe
- Russia & Eastern Europe
- Other Emerging Markets

Testimonial

Farn Williams have been particularly successful with VALEO in difficult or critical hires at mid to senior level – in Production, Operations, Finance, Purchasing, Sales, and General Management - where we have struggled to find good candidates for roles in Western Europe, Eastern Europe or other Emerging markets, in both OE and Aftermarket.

As well Farn Williams provided an excellent service for local to local recruitment in France, Germany, Spain and Eastern Europe. Indeed it was initially with surprise that we found your delivery and penetration of the French and German markets was much superior to the local recruiting firms that are operating in their home country. I think this is because you use a highly maintained international network so you know all the good people who work outside their home country on assignments, as well as those inside the country. And it is great that many of these candidates are still in our employment and many of them have gone on to larger roles. You are always able to locate candidates in places that most other Search Firms don't seem to be aware of and I believe that this is because of your excellent networking abilities.

Orazio Ragni, President, VES Branch, VP, Valeo Group. August 2005



Contacts

- [Jonathan FARN](#)
Business Development Director
- [Jonathan BROWN](#)
Central & Eastern Europe

