



Technology, Media & Entertainment

Demand for Leadership and Operational Management is strong and competitive in the Technology, Media & Entertainment sectors. Despite consolidation, cost pressures and changing times in the digital studio production, sell through and content markets, top talent is high on any CEO's agenda. With digital formats and wireless availability escalating and hunger for marketable content now speeding up the convergence of music, visual entertainment, telecoms and internet, finding the people to give your business the edge is a premium and mission critical service.

2006 brings new challenges to media companies concerned about erosion of traditional business models, and a having invested heavily in digital businesses in 2005 many will be seeking top talent to build and manage these in 2006.

Our consultants provide unparalleled search expertise and a unique flexibility to enable them to identify top talent and assist clients through the often complex process of attraction and retention in these sectors. This can mean acting fast to map out an incestuous and fairly small market and arranging for the best in the pool to meet our customers at short notice. We often accompany clients in such first meetings to facilitate a transparent understanding of the competitive market they operate in, since we find as a team, it is easier to obtain full information.

Our clients represent a broad range in both size and business lifecycle, from relatively small but mission critical emerging markets companies (you don't need a large business to lose a lot of money!) to established Western European divisions and subsidiaries.

As well as having a strong network in the established markets of Northern, Central and Southern Europe, we are extremely well paced to deliver rapid market intelligence in emerging/accession Europe countries and other growing EMEA territories.

We will be happy to share with you our experience of recent searches and provide industry Executives for you as references should you wish to consider us as your partner.

Key Verticals

- Film & Cinema
- TV/Broadcast Entertainment
- Music
- Telecom Content & Service
- Software

Key Geographies

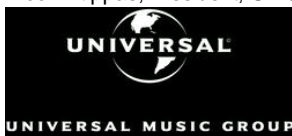
- Germany, France, Spain
- Scandinavia & Northern Europe
- Central & Eastern Europe
- CIS & Russia
- Other EMEA Markets

Testimonial

Zurich, November 18th 2005

I have successfully used Farn Williams to execute and deliver searches for a number of senior roles in the Central & Eastern European Region. I found that in these markets, having an Executive Search partner that you can trust, who is flexible and responsive, makes all the difference. Farn Williams were not only able to provide accurate and relevant shortlists on time and to brief, they also rapidly delivered crucial market intelligence reviews of the competition and related Broadcast Media sectors in mission critical markets. I found I was able to get exactly what I wanted, a shortlist of the best local talent who also demonstrated an international company culture and mindset. I would have no hesitation in recommending Jonathan Farn and Farn Williams for any mid to senior level Finance, Sales, Operations and General Management hires in the Entertainment Sector, and for their integrity, market knowledge, delivery and professionalism

Vico Antipapas, President, UMG International, C&EE



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