



Supply Chain & Operations Center of Expertise

Korn Ferry Futurestep is the global industry leader in high impact talent acquisition solutions, offering customized, flexible services to help organizations meet their recruitment needs.

Professional Search for “Emerging” Leaders

Identifying an organization’s next generation of leaders is critical to driving business success today and in the years to come. We help our clients build their organizational talent depth in support of succession planning initiatives by identifying, attracting and securing key professionals at the mid- to-upper levels of management.

As one of Korn Ferry’s central talent acquisition segments, our Professional Search practice leverages an international team of consultants, the most extensive lead database in the industry and innovative recruitment technologies to perform our searches. Complementing the functional and deep industry expertise of our consultants is the Korn Ferry assessment platform, KF4D. We follow a time-tested and consultative process to identify, screen, present and place emerging leaders in both single-search and multiple managed search projects.

Futurestep’s Supply Chain & Operations Center of Expertise brings together a team of consultants who leverage their functional expertise and market knowledge in Supply Chain, Logistics, and Operations Management to meet our clients’ specialized talent needs.

Functional Expertise

- **Procuring materials and services:** Procurement, Sourcing, Demand & Supply Planning

FUNCTIONAL EXPERTISE

- Customer Compliance
- Customer Service
- Demand and Supply Planning
- Distribution
- EH&S
- Engineering
- Fulfillment
- Inventory Management
- Manufacturing
- Operational Excellence
- Operations
- Procurement
- Quality
- Sourcing
- Supply Chain Technologies
- Transportation & Logistics
- Warehousing

MARKET COVERAGE

- Consumer
- Finance
- Healthcare/Life Sciences
- Industrial
- Technology



- **Transforming materials and services to a finished product:** Manufacturing, Operations, Engineering, Quality, EH&S, Operational Excellence
- **Providing finished goods and services to customers:** Warehousing, Distribution, Transportation & Logistics, Fulfillment, Inventory Management
- **Supporting the flow of products, services, information and money to and from customers:** Customer Service, Customs Compliance, Supply Chain Technologies

Market Coverage

Futurestep provides clients with subject matter expertise, extensive experience and overall talent insight into a number of industry and market verticals.

Industrial

Our consultants work closely with clients across a broad range of sectors within the industrial marketplace including Aerospace & Defense, Chemicals, Materials & Agribusiness, Diversified Manufacturing, Energy, Minerals & Mining and Utilities. We partner closely with Korn Ferry and Futurestep Sector Leaders representing these different areas for an unsurpassed familiarity with the marketplace.

Industrial organizations have historically had the largest and most complex supply chain functions as finished products are the combination of a vast number of different suppliers' contributions. Digitization of an organization's overall supply chain will allow for agility and speed while maintaining control and oversight. This transition requires a new type of leader with a different skill set than what has traditionally been desired.

Healthcare/Life Sciences

The healthcare industry is changing at an unrivaled pace and within the next five years it will represent more than 20% of the US economy. Healthcare reform has prompted healthcare systems to identify novel ways to reduce cost, increase efficiency and serve new markets, prompting the realization that an organization's supply and demand function has never been so critical.

Consumer

We partner with clients to ensure that their supply chain organization is a driver of competitive advantage. Our team works with companies in a myriad of sectors including Retail, Consumer Products, Hospitality, Sports and Media. As the industry strives to develop new customers in new markets while delivering their products and services in new ways, Futurestep is well positioned to address the end-to-end supply chain and each functional area within it.

Finance

Although not typically known as a highly complex supply chain environment, finance organizations face very specific and challenging situations within this area. As companies regularly invest in new technologies to enhance their customer experience, the pressure for cost control in other areas of the business is great. Our consultants bring a unique perspective and experience in offering talent solutions to answer this challenge.

Technology

Companies in the technology market are becoming industry leaders with their supply chain and operations capabilities. Digitization is revolutionizing their supply chains, setting a precedent that organizations across other industries are attempting to replicate. Our practice has partnered with leading companies in the technology space to build these best-in-class functions.



Key Contact

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About Korn Ferry

Korn Ferry is the preeminent global people and organizational advisory firm. We help leaders, organizations, and societies succeed by releasing the full power and potential of people. Our nearly 7,000 colleagues deliver services through our Executive Search, Hay Group and Futurestep divisions. Visit kornferry.com for more information.