

INTERNATIONAL EXECUTIVE RESEARCH

MANAGED RESEARCH SERVICES

PERFORMANCE RESEARCH

SUCCESSION PLANNING

NAMED APPROACH



Carlyle Research conduct international retained assignments to methodically investigate your target market place. To provide candidate identification, assessment, and client support for your assigned searches.

With over twenty years in the industry, we support you in developing company target lists and in identification and verification of candidates details. We also assist you in approaching qualifying individuals as per your specifications and accurately create a full research report that shows you who we have identified and conversed with. We investigate the candidates reporting lines and areas of expertise, along with their responsibilities and achievements.



About Us

Growing up as Researchers with some of the toughest and brightest Managing Directors and Chief Executives of the Executive Search world over the last 20 years, we have performed a number of exciting roles within the industry. Being self-starters we enjoy the challenges and rewards of research in a fluid and frequently changing environment. We take pleasure in shaping the research delivery process, helping to enhance your own research procedures in a professional and timely manner.

We have the ability to collect, analyse and organise research and intelligence data. With extensive knowledge of business concepts and the terminology used within the many differing environments, we understand typical organisational hierarchies, giving us the ability to 'map' talents within an organisation. Where required, we can develop organisation charts, identifying executives at all levels within an organisation or division.

Executive Research

We undertake a methodical investigation of correctly identifying individuals, matching them to your retained and agreed target list. We are able to demonstrate to you, everyone we have spoken to, by producing an executive summary, which, in turn you can pass on to your client. We produce a detailed research report for each and every candidate.

Named Approach

You may know the person, but do not wish to compromise yourself, nor your organisation by direct approach. Carlyle Research offer a 'Named Approach' service. We speak in confidence and will agree the exact parameters of our conversation with you in advance. In order that there are no hidden agendas later in your discussions with the candidates.

Managed Services

We'll manage all of those independent researchers and make sure they understand the assignment and can deliver to the project plans you have agreed.

Carlyle Research 'Managed Services' covers all managed service processes associated with the acquisition of research services, ranging from vendor research management, to specialist, more bespoke research programmes.

Outsourcing

Want to outsource your entire Research function?

Carlyle Research will help you to harness the power of outsourcing, to achieve competitive advantage and take away the management of your in-house research function. Your Research needs will be delivered on time, and with accuracy. Research is a demanding profession, thus our employees are experienced in delivering what you need, when you need it, retaining your total satisfaction.



Training

We conduct a thorough assessment and analysis of your Researchers to ascertain their training needs. A training programme is then written specifically for their needs with a reference manual for them to refer to, with a written continuous development programme to further develop their career.

Corporate Intelligence

Carlyle Research will fact find for you, identifying and clarifying useful information within your key competitors. We can provide organisational charts, product and service information. We will work with you to identify any specific threats and where your companies' strengths are by comparison. Following this, we can propose the suggested training, development and resourcing strategy necessary.

Identify the decision maker

Some of the questions you or your client may have are, how do I get hold of them? Are they really the person making the decision? Or, are they the influencer? What is their exact remit? Who else makes the decisions? At Carlyle Research we will carry out the identification and clarification that increases your effectiveness and bottom line.

Succession Planning/Benchmarking

By identifying the talent within your or your client's organisation, we map out what talent is already available, and agree to benchmark your current employees against other employees in similar positions at other organisations within the industry. This will result in our suggestions on whether you or your client should place and include specific employees within your retention strategy. We evaluate your employees against the external candidates so that you are able to make a justifiable decision.



Database Cleansing

Is your database out of date? Do you need it cleansed, or updated in order for your team to work more efficiently? Do you want to ensure that you're communicating to the correct contacts? Carlyle Research will update your database with up-to-date information. If the person has left, we will find out who has replaced them, equally, if the title no longer exists, we will find out where that function now fits within the organisation.

Successes

As we work within a strictly confidential arena, we do not discuss the Research we have undertaken on your behalf, with anyone but you. Our reputation is everything, and retention of clients is paramount.

We operate a satisfaction survey regularly, to ensure we continue to support you in the desired manner.

International Market Sectors

Construction	MOD / Defence
Legal	Technology
Professional Services	FMCG
Consultancy	NHS
Manufacturing	Utilities
Public Sector	Healthcare
Education	Oil and Gas
Mergers and Acquisitions	Industry
Retail	Pharmaceutical
Financial Services	

Trouble shoot my search

Carlyle Research pull apart the search, we investigate exactly what has and has not been done and what is required to turn your assignment around. We believe in knowledge sharing and will only trouble shoot an assignment if it is on this principal. If you are open, we help you create the winning triangle between yourself, your researcher and your client. This way you retain your client, your Researcher and feel good that you are doing things as part of a winning team. Our Researchers all work in total partnership.

Research Executive Remuneration

Do you have senior executives that believe they are not being paid their market worth? We will provide the evidence for you, by

identifying six people within key competitors. We will benchmark their remuneration against their experience, academic and professional qualifications.

Perception Analysis

Employment branding is just one element of this service, you may also want a discrete survey of what your clients perceive of the products and services you provide. We will find out the competence and capabilities within your competitors and how they are motivated and rewarded. You may want to know what will it take to attract them to your organisation as a potential alliance, candidate, client or partner.

Reference Checking

We work with your chosen candidate and will take up to five references, delivering a full report, outlining perception and development areas, their strengths and where your candidate could excel within the first 90 days of them joining you.

Our team look forward to working with you.

Please call or email us to discuss your assignment and speak to one of our Researchers.



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