

Headhunting industry: sales growth but tough competition

July 07, 2014 – For 2014, 75% of recruiters have given positive revenue forecast in Germany. The competition between headhunters, however, has become even harder. The turnaround time of top management in German companies decreases, which leads to an increasing demand for mandates for headhunters. At the same time, recruiters have determined that candidates are less loyal towards their current employer.

The increasing demand of clients who have the need of a headhunter leads to a revenue increase of about eight percent. Last year, the industry's total revenue grew by 3.2 percent to EUR 1.60 billion. (2012: EUR 1.55 billion). A total of 52,500 specialists and executive personnel in the German economy, industry and administration field have been able to be placed through the use of recruitment agencies (2012: 51,000). This is the result that has been determined by the market study "HR Consulting in Germany 2013/2014", conducted by the German Federal Association of Management Consultants (BDU).

The economic situation of recruiters has increased only slightly after 2012 (+3.6%) (2013: +3.2%). After periods of growth in double-digit percentage increments between 2004-2008 and 2010-2011, now there is a modest development. "There is tough competition in the recruitment industry. Qualitatively, however, there are massive differences among market participants. We address this challenge in meeting the requirements of clients in terms of candidate quality and quick placements, as well as clear and consistent communication. As a company that has been awarded TOP Company in the field of executive search by the Focus magazine, among other awards, we go the extra mile for our clients," says Björn Knothe, CEO of the division one group.

About division one

division one is an international recruitment consultancy with headquarters in Stuttgart. The company finds, selects and places experienced industry specialists and managers for the first and second management level (Executive Search) and for temporary assignments (Interim Management) as well as for supervisory and advisory positions (Non Executive Directors).

Thanks to its network of offices in Munich and Dusseldorf, as well as partner offices in Argentina, Australia, Belgium, Bosnia-Herzegovina, Brazil, Bulgaria, Cambodia, China, Czech Republic, Denmark, France, Germany, Greece, India, Italy, Kazakhstan, Kosovo, Croatia, Luxembourg, Macedonia, Mexico, Montenegro, Netherlands, Austria, Poland, Romania, Russia, Serbia, Singapore, Slovakia, Slovenia, South Africa, Spain, Switzerland, Turkey, Ukraine, United Kingdom, United States, Hungary, Uzbekistan, Vietnam, Belarus, and Cyprus, division one offers access to international markets and highly qualified executives.



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