



Sandy Stern

Director of Research

Sandy has over 10 years of experience in executive search recruitment and a background of more than 20 years in market research and analysis. With a relentless approach to zeroing in on “the” special candidate for the employment opportunity, she has significantly contributed to the successful fulfillment of positions at all levels of executive leadership. She has conducted national and international placement searches for a multitude of industries including professional services, manufacturing, real estate development, finance, and not-for-profits.

Sandy’s demonstrated approach to right-matching candidates with positions employs comprehensive recruitment methodologies that are complimented by her exceptional investigative and communication skills. Some of the methodologies that she has masterfully executed to identify viable candidates have included conducting studies of market comparables, Internet searching, accessing proprietary and public databases, cold calling, and contact networking. Known for her talent to screen candidates, Sandy has conducted numerous in-depth interviews and inquisitive reference checks. In addition to other traditional screening methodologies, she has also performed searches of popular, personal communication websites to help define candidates’ profiles. Her experience in implementing these methodologies had led to a broad array of highly successful executive searches and candidate development that have met the strategic needs at the regional, national, and international levels of businesses of all sizes.

Prior to concentrating in executive recruitment, Sandy conducted real estate market analysis for both private and public enterprises in Washington D.C. and Cleveland, Ohio. She co-authored over 20 market demand studies and developed strategy recommendations to maximize financial returns for local and nationwide retail, residential, and mixed-use real estate development projects. Sandy received her BA degree from Ithaca College, interned with the United States Senate, and participated in an international study program in Taiwan.

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