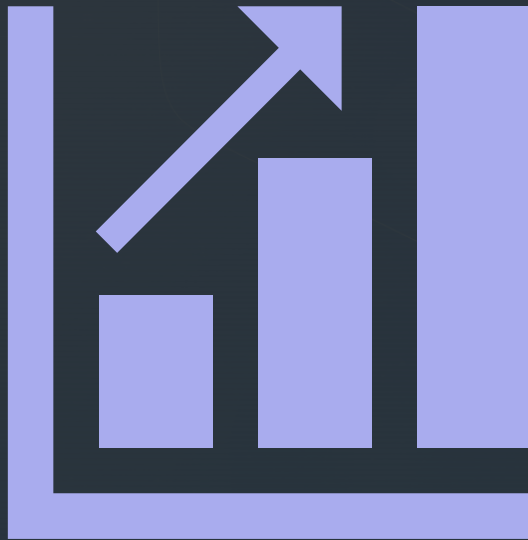




CAREER RESUME  
CONSULTING

Pandemic Client Success  
Landing Positions April – Dec 2020

# Average Client Outcomes (During Pandemic) Landing April 1, 2020 to December 31, 2020



Avg. Search Length	5.1 months
Avg. Old Comp	\$241,133
Avg. New Comp	\$370,750
Avg. Comp Increase	\$129,617
Avg. Comp Increase %	53.8%
Avg. Return on Investment in CRC %	1175%

# Tanya H.

## Case Study Details:

Upper Midwest U.S.

Insurance Industry

VP to C-Suite

Sales/Operations Leader

From Global Insurance Leader to Niche High-Growth Established Company. Position was specifically created for her.

Date Landed

4/1/2020

Old Comp

\$226,000

New Comp

\$454,000

Comp Increase

\$228,000

Increase %

100.9%

Return on Investment  
with CRC %

2923%

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# ***Bryan H.***

## Case Study Details:

Northwestern U.S.

Technology Industry moved to  
Managed Services

From \$Bn Giant to \$400M  
Company

Director to North American  
Managing Director of Americas

Building a New Division from  
Scratch

Working Remotely. Position  
was created for him.

Date Landed

6/9/2020

Old Comp

\$187,000

New Comp

\$375,000

Comp Increase

\$188,000

Increase %

100.5%

Return on Investment  
with CRC %

1160%

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# **Sunye T.**

## Case Study Details:

Colorado

HealthTech to Technology  
Company

Product Leader to Director

Product Development &  
Mgmt.

From employer in contraction  
to a Silicon Valley Tech Co.

Unemployed at the time of  
enrollment. Position created  
specifically for him.

Date Landed

8/7/2020

Old Comp

\$173,000

New Comp

\$282,000

Comp Increase

\$109,000

Increase %

63.0%

Return on Investment  
with CRC %

826%

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# *Liam L.*

## Case Study Details

New York City

Technology to Consulting

Sr. Partner to Principal

Business Development

Moved from one global giant in Tech to one of the Big 3 Consulting firms

Unemployed at the time of enrollment. Position was created specifically for him.

Date Landed

8/11/2020

Old Comp

\$650,000

New Comp

\$990,000

Comp Increase

\$340,000

Increase %

52.3%

Return on Investment  
with CRC %

2464%

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# *Suri B.*

## Case Study Details

Midwest

Financial Service

Director to Chief Operations  
Officer

Operations and Client  
Service

Goal was to move to a smaller market to be closer to family. Went from large financial institution to the COO of a banking system in target market. Backfilled position.

Date Landed

8/26/2020

Old Comp

\$154,000

New Comp

\$210,500

Comp Increase

\$56,500

Increase %

36.7%

Return on Investment  
with CRC %

328%

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<p>    <b>Melissa D.</b> </p> <p> <u>Case Study Details</u> </p> <p> Southeast U.S. </p> <p> Diversified Fortune 10  Company to Funded Startup </p> <p> Director of Supply Chain to  Chief Operations Officer </p> <p> Supply Chain Innovation to  Digital Transformation </p> <p> Was unemployed at time of  enrollment. Newly created  position in startup environment. </p>	<p>Date Landed</p> <p>9/2/2020</p> <p>Old Comp</p> <p>\$185,000</p> <p>New Comp</p> <p>\$200,000</p> <p>Comp Increase</p> <p>\$15,000</p> <p>Increase %</p> <p>8.1%</p> <p>Return on Investment with CRC %</p> <p>181%</p>
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# Sherry M.

## Case Study Details

New York City Area

Banking Industry

From Director of Marketing to Director of Banking/Payments

She was underpaid & underappreciated and found a more satisfying position with a better fitting organization.

Date Landed

9/2/2020

Old Comp

\$106,000

New Comp

\$175,500

Comp Increase

\$69,500

Increase %

65.6%

Return on Investment  
with CRC %

891%

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# ▶ *Dan A.*

## Case Study Details

Southeast U.S.

Telecom to Tech Hardware

Director to Vice President  
of the Americas

Sales Leadership

Unemployed at the time of  
enrollment. Backfilled  
position making \$70K  
more than prior VP.

Date Landed

9/4/2020

Old Comp

\$300,000

New Comp

\$320,000

Comp Increase

\$20,000

Increase %

6.7%

Return on Investment  
with CRC %

513%

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# Syd H.

## Case Study Details

Chicago Area

Global HealthTech to  
Amazon

Sr. Program Mgr. to  
Operations Leader

Project Mgmt. to Team  
Leadership

Was laid off shortly after  
enrollment. Found position  
10 min. from home (small  
market). Received newly  
created position.

Date Landed

10/2/2020

Old Comp

\$200,000

New Comp

\$240,000

Comp Increase

\$40,000

Increase %

20.0%

Return on Investment

233%

with CRC %

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# **Kathy C.**

## Case Study Details

Pennsylvania

Telecom to SaaS Tech  
Leader

Director of Marketing to a  
Divisional Marketing Head

Newly created position to  
build out a North America  
strategy to release new  
product into new verticals.

Date Landed

10/28/2020

Old Comp

\$365,000

New Comp

\$687,000

Comp Increase

\$322,000

Increase %

88.2%

Return on Investment  
with CRC %

2729%

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