

# BOSTON BUSINESS JOURNAL

## LARGEST EXECUTIVE SEARCH FIRMS IN MASSACHUSETTS

RANKED BY RETAINED AND CONTINGENT SEARCH FIRMS RANKED BY  
2016 MASS. OFFICE(S) EXECUTIVE-SEARCH REVENUE

Rank	Firm/Prior Rank (*Unranked in 2016)	Retained and Contingent Search Firms Ranked By 2016 Mass. Office(s) Executive- Search Revenue	Primary Fee Basis	No. Of Mass. Office Exec.- Search Placements in 2016	No. Of Mass. Office Exec.- Search Recruiters	Total Mass. FT Staff	Avg. Exec.- Search Salary	Top Local Executive (s)
1	<b>Korn Ferry</b> 1 International Place Boston, MA 02110 617-345-0200 <i>kornferry.com</i>	\$26,000,000	Retained	NA	16	130	\$530,000	Robert Sullivan Jr., Managing partner, Boston
2	<b>Heidrick &amp; Struggles</b> 800 Boylston St. Boston, MA 02199 617-737-6300 <i>heidrick.com</i>	\$24,100,000	Retained	NA	15	43	NA	Darren Cinti, Partner- in-charge, Boston
3	<b>Isaacson, Miller</b> 263 Summer St. Boston, MA 02210 617-262-6500 <i>imsearch.com</i>	\$15,706,494	Retained	170	57	121	\$277,000	John Isaacson, Chairman Vivian Brocard, President
4	<b>PharmaLogics Recruiting</b> 2 Heritage Drive Quincy, MA 02171 781-848-5500 <i>pharmalogicsrecruiting.com</i>	\$9,318,700	Retained	230	37	76	\$140,000	Megan Driscoll, CEO
5	<b>Logix Inc.</b> 1601 Rapelo Road Waltham, MA 02451 781-890-0500 <i>logixinc.com</i>	\$7,785,000	Contingent	315	21	23	\$145,000	David Zell, President, CEO