

CASE STUDY

Exceeding Expectations: Game-Changing Placement Powers a \$50 Billion Bank's Success



CHALLENGE

A \$50 Billion financial institution needed a Managing Director and Market Manager for Private Banking—someone with deep expertise in product development. The ideal candidate was expected to come from small to mid-sized banks, limiting the talent pool and making relocation difficult. With the search already open for months, urgency grew as the fourth quarter approached, and the team awaited leadership and strategic direction.

SOLUTION

The Anderson Search Group conducted a nationwide search, identifying a top-tier candidate with the right expertise, leadership skills, and cultural fit.

RESULTS

In less than 12 months, the newly placed executive single-handedly closed \$89 million in new custom credit—nearly reaching the bank's \$100 million annual goal. This placement delivered immediate and lasting impact.

KEY ACCOMPLISHMENTS & FIGURES:



2024 EXECUTIVE PLACEMENT

The Anderson Search Group successfully placed a Managing Director & Market Manager of Private Banking, filling a months-long leadership gap.



\$50 BILLION IN ASSETS

The financial institution's total assets, reinforcing its stature in the banking industry.



IMMEDIATE IMPACT

The Anderson Search Group identified and secured the ideal candidate despite a limited talent pool and relocation challenges.



\$89 MILLION IN NEW CUSTOM CREDIT

The candidate single-handedly closed nearly \$89 million in new private banking credit.



89% OF TARGET GOAL MET

The executive's contributions nearly met the institution's annual Private Banking credit target of \$100 million.




TRANSFORMATIONAL LEADERSHIP SECURED

The Anderson Search Group's precise hiring delivered a top-tier leader who strengthened the bank's Private Banking division and set the stage for continued success.

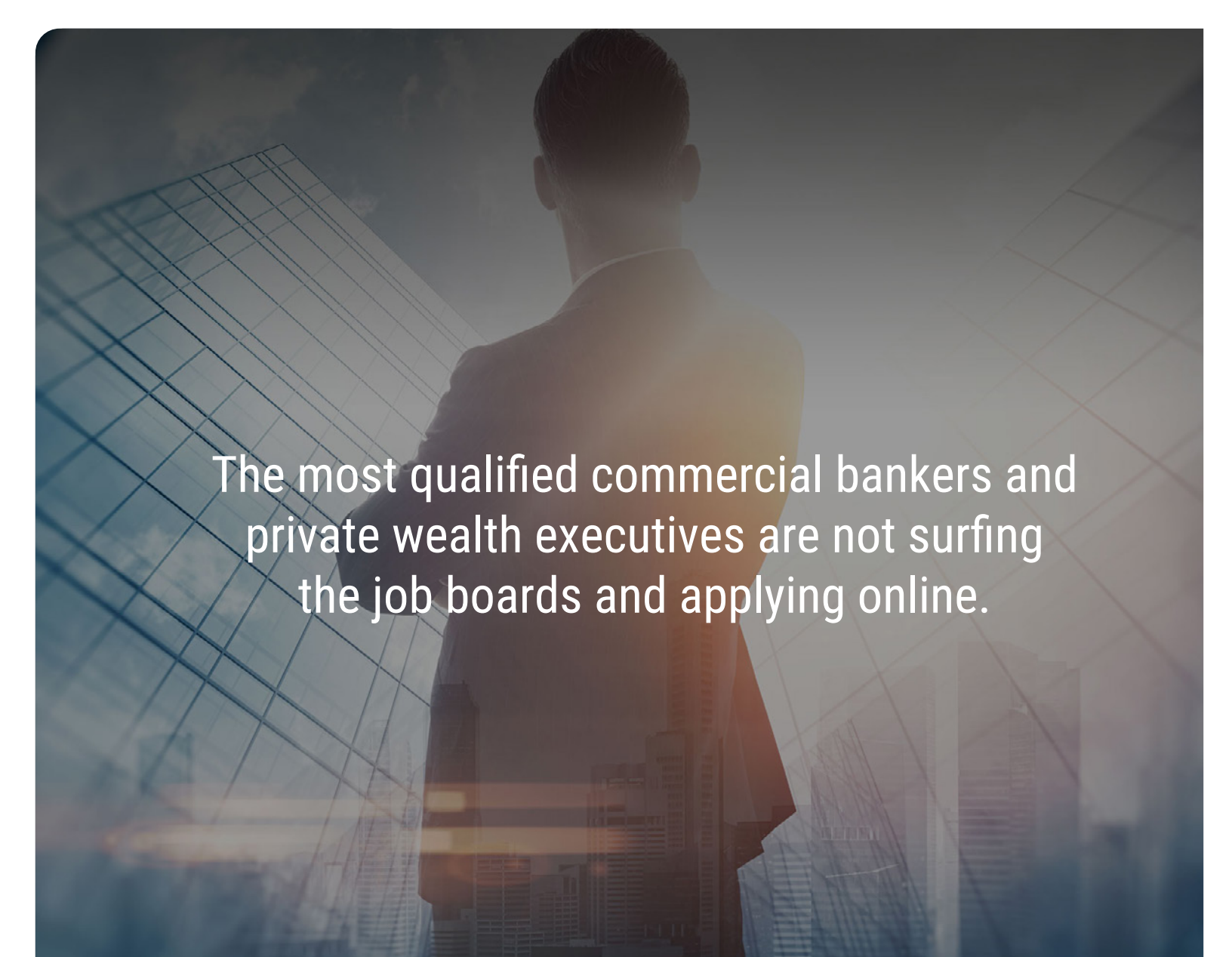


THE
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WIN THE WAR FOR TALENT™

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The most qualified commercial bankers and private wealth executives are not surfing the job boards and applying online.

ABOUT THE ANDERSON SEARCH GROUP

Your institution needs a firm with a network able to bypass the unqualified, most available candidates and get to the passive, top performers.


Let The Anderson Search Group be your advocate. Let us tell your story to the market's elite talent.

Our firm specializes in placing elite talent and top performers in the commercial banking and private wealth arenas.

We have cultivated relationships with the most talented players in the field: commercial banking and private wealth executives who have proven track records for building top revenue generating portfolios of business and deep centers of influence in their respective markets.



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