



Chuck Nees—Partner



Vertical Focus

- Advanced Technology
 - Telecom/Internet Services
 - Software/SaaS
 - Professional Services
 - Enterprise Computing
- Strategic Sourcing

Functional Focus

- General Management
- Finance
- Marketing
- Operations
- Sales

Biography:

Chuck Nees offers a powerful combination of relevant industry and executive search experience in support of his clients' talent acquisition strategies. Chuck leads the firm's Advanced Technology and Corporate Procurement practices, to which he brings an enormous amount of recent industry knowledge, market depth, functional acumen, and genuine credibility.

He excels at delivering flexible and relevant recruitment solutions at multiple levels within his clients' organizations – because critical roles don't exist solely in the executive suite.

Chuck's corporate success spans nearly 20 years, with leadership roles in sales, marketing, and business development within some of the strongest companies in the telecommunications, computer systems, and enterprise software industries:

Dell Ariba Global Crossing AT&T
Lucent Technologies Rhythms NetConnections

During his career, Chuck's operational exposure included three IPO's, two Chapter 11 filings, and a hyper-growth situation. He is a certified Cisco Sales Executive.

Chuck's executive search expertise is built on a solid foundation gained through his experience with two of the most recognized global firms;

Heidrick & Struggles Korn/Ferry International

He held primary responsibility for the full search execution process, and quickly completed officer-level engagements in numerous industries including High Technology, Telecommunications, Chemicals, and Distribution.

Chuck lives with his wife, Christa, and their two children in Chatham, NJ. He graduated from the University of Richmond with a Bachelor of Science in Business Administration, with concentrations in both Finance and Management.