

# Brian G. Clarke - Managing Partner, Kensington International, Inc.

Named Amongst the World's Most Influential Headhunters in *BusinessWeek's* exclusive list of the 100 most influential executive recruiters in the world (November 25, 2008).



Brian G. Clarke

**Advice:** Constantly look for ways to work smarter, examine how your efforts will "move the needle" in the right direction—be patient in terms of your development but recognize that it's up to you—manage your own career.

**Qualities sought in emerging leaders:** Ability to develop strategy, ability to articulate that strategy and get folks to follow, productivity and competitive nature, organization skills, people development and teaming capabilities

**Sector specialization:** Manufacturing, construction and infrastructure, consumer

**Job function specialization:** General Management, Finance, Human Resources, Supply Chain

**Geographical Focus:** North America

**Companies I often recruit for:** [Black & Veatch](#), [Koch Industries](#), KONE, Code, Hennessey, Simmons ([SFNC](#)), [Havi Group](#)

**Favorite historical figure:** Ronald Reagan

**Education:** MBA Northwestern, 1989; BS Personnel Administration and Labor Relations, Indiana University, 1983

**Languages:** English

**Employment history:** The Quaker Oats Company, Manager Corporate Training and Recruitment, 3 years, First National Bank of Chicago, AVP—Human Resources—1 year, VP & Manager, Global Industries—4 years, Kensington International, Inc., Managing Partner—19 years (Dates not provided)

**Other interests:** Family, Music, Golf, Scuba Diving, Boating

**Professional/Membership Affiliations:** Board Member, Chicago Theological Seminary, Board Member, Human Resources Association of Chicago, Board Member, Job Search Television Network, Board Member, LaGrange Country Club, Member, First Congregational Church of Western Springs

**Experience in executive search consulting:** 19

**High Profile Placement:** Black & Veatch Corporation, President, Federal Division, Mr. William Van Dyke

**Other paths I might have pursued:** More than likely stayed with banking, concentrating on cash management and capital markets

**The global business trend that will most influence corporate performance in the future:** Today, credit markets. In the future, the fight for high-caliber talent, globalization of lines of business, profit margin management and exploring LDC manufacturing alternatives and acceptance of cultural differences when doing business on a global footing.