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Lee & Partners gains reputation for finding competent workers

Lee & Partners, an executive search firm less than a year old, is building a reputation for providing specialized human resources with international competence. The company's strength comes partly from the fact that half of its staff are fluent in at least three languages and two of its partners, Lee Jin-woo and Kang Joon-koo, have lived abroad for over 10 years.

Lee, Kang and the third partner, Lee Nam-hoon, said they started the search firm to supply the changing market with quality services, which are based on the experiences they acquired while living abroad.

"The market is shifting. Domestic companies are outsourcing a large portion of their manpower and venture firms are booming," said Lee Jin-woo. In fact, Lee & Partners was the first firm to assist a foreign airline in hiring since Korea was hit by the financial crisis when it worked for the KLM Royal Dutch Airlines. The company helped the airline company select 20 skilled flight attendants out of 3,000 applicants.

"Previously, specialists in sales, finance and human resource management were sought by foreign firms. Now, many domestic firms want Internet or digital systems specialists in the information telecommunications field or fund



The staff of Lee & Partners, with Lee Jin-woon standing far left

managers and financial analysts," Lee added.

Lee & Partners maintain a balance between domestic and foreign clients, with the number of domestic venture firms increasing. To more effectively manage the demands of the venture firms, Lee & Partners is improving its database system and researching.

The firm has concluded a business affiliation agreement with Tokyo Executive Search Co. (TESCO), one of the largest executive search companies in Japan, and plans to widen its global network to the United States and Europe.

One of the most unique services Lee & Partners offers is the career consulting service. Acknowledging that most people in Korea are not

familiar with how to fulfill some of the basic tasks in seeking employment, such as drawing up a resume, interviewing, negotiating salary and managing their career histories, the company provides advice through its homepage (www.careersearch.co.kr) to anyone who signs up as a member. Questions are accepted through the Web site and answered within 48 hours.

Other services offered to foreign and venture firms include support for local settlement by supplying office space, translating and interpreting services, secretarial services, handling civil affairs administrations and contracting real estate rents.

For more information, call 02) 3477-6095~7.