



SME Profile

Self-reliance—A 'Positive Move' for Success

Positive Moves is a premier executive search firm formed by professionals who realised that a crucial challenge for

companies to leverage India's exponential growth opportunities would be harnessing talent. While several recruitment and selection companies existed back in the early 1990s, the concept of 'executive search' was just born. To fill this chasm, the company offers unique solutions/practices—pre-recommendation reference checks, single-window cross-border search and value added services platform—in the space of strategy consulting. What started in New Delhi in 1992 now employs more than 100 people across offices in Mumbai, Gurgaon, Bangalore, Paris, London, Singapore and Hong Kong.

Positive Moves' strengths, vis-à-vis its competitors, are evident from the fact that three of the top five global search firms have tried acquiring it over the last 15 years. However, the firm spurned all acquisition attempts and decided to go global independently; thus commencing its first international office in Singapore in 2006. It went further and established footprints in London, Hong Kong and Paris. Its unique business model is developed around a core of client-centricity, which enables the firm to complete 150–200 searches a year. The company has been earning a CAGR of about 35 per cent over the last five years and foresees exponential growth in the future.