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Confidential Position Overview

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The ASLON Group is conducting a confidential search for a President of a company that is the premiere source for staffing and recruiting software needs. They are looking for a new President to lead their organization toward its aggressive growth goals of revenue and profitability to become a dominant player in their industry.

**COMPANY** Our client markets recruiting and staffing software to the 30,000 recruiting and staffing firms in the United States. Their vision is to become the dominant provider of software in this industry with a brand promise to deliver the easiest to use, most innovative software to offer staffing firms greater profitability. Their target market is firms specializing in direct and contract placements. Their competitive advantage has been their people: competent, knowledgeable sales representatives backed by an outstanding customer service reputation.

**OPPORTUNITY** In order to fulfill their growth goals, the President will be challenged to transition the organization to a new chapter to achieve clearly articulated targets through a clearly articulated strategic plan. That plan includes best practice development for marketing, business development, account management, operational process, cost efficiencies and proper metrics for a growing solutions-driven software company.

**RESPONSIBILITIES** The position will report to the CEO of the parent company that owns this software business. This person will be responsible for the leadership and management of the company, set the strategy for revenue growth and expansion, define the product portfolio and direct management strategy. The president will also have complete responsibility for the profit and loss performance of the company.

**QUALIFICATIONS** Our client is looking for an energetic and creative leader, who will be able to structure, prioritize and provide clear direction for the team. The new President will possess P&L experience and a broad understanding of the software marketplace with credibility, experience and contacts in the industry. This would include a demonstrated track record of building and growing a business whereby he/she delivered revenues for a firm where technology is strategic. This person should have 10-15 years of professional management experience in building teams and developing marketing/sales forces. The ideal person will have experience in marketing, sales or general management with preferred exposure in the recurring revenue software model. A liberal arts and sciences or business undergraduate degree is required and combined with an MBA would be preferable. The company will offer an attractive compensation package that will include a base salary, a performance related bonus and equity participation.

*The ASLON Group ([www.aslongroup.com](http://www.aslongroup.com)) is a leading integrity-based retained search firm focused on identifying, assessing and delivering world-class leaders.*