

Considering A Career in Executive Search?

By 1983, Steve Jobs had already fundamentally changed the world. On the remarkable strength of the Apple II computer, his fledgling company had risen from his parents' garage to complete one of the most successful IPO's in history, and had done so by making personal computers fun for people to own and operate. And at that moment in time, Steve Jobs knew only one thing for certain: there was simply no way he was prepared to manage that kind of business.

So Steve Jobs became a recruiter. He targeted the best managers of the best-run companies he could find, he identified the best among them, and he got a meeting with the CEO of PepsiCo, John Sculley. In that meeting, Sculley let Jobs know that while he was impressed with Apple Computer, he was already making millions of dollars each year as head of one of the world's largest companies, and that there was no job Apple could offer him that could improve upon that. Jobs looked Sculley right in the face and asked him a simple, straightforward question:

"Do you want to sit there and sell sugar-water for the rest of your life, or do you want to come with me and change the world?"

Three days later, Sculley called Jobs and accepted the position.

At ISC Executive Search, our consultants are changing the world. We find people who change companies. We dramatically alter – and for the better – the careers of every single candidate we place. We take what we do seriously, we work hard at what we do, and we respect the role that we have in people's lives. But we have a lot of fun doing it, and we're compensated well.



There are fifteen of us here, plus a network of Research Assistants for support. Our place of business is in downtown Asheville opposite the Village Green in a clean, comfortable but casual office suite. If you need a rigid corporate structure, you probably won't like it here; and if you thrive in a political environment with a well-worn ladder to climb, well, there's probably some better place to find that than our firm. Our associates function autonomously, but cooperatively, as peers to each other with mutual incentives to perform well.

Right now, we like to think we've got a good mix of ideas, but we're hoping to add a few more. No particular educational curriculum can prepare you for what we do. There's no internship or practical experience that will make you better for a job like this. The people who are successful in the executive search business have but two things in common: they're passionate about it, and they're smart.

So if you are bright and energetic, if you have a sense of humor and if you are ambitious in the fullest sense of the word – in short, if you want to change the world – come with us. Just call [Thurman Williams](#), our firm's Founder at (828) 253-2828 ext. 11 or [email him](#) a copy of your resume, and he'll contact you to discuss the possibilities. *We look forward to hearing from you!*