

WEDNESDAY 15 JUNE 2011
 (All times in IST)
 ₹552 (INR)

MARKET
 Sensex 21,858.86 ▲ 116.83
 Nifty 5,605.50 ▲ 11.75

COMMODITY
 COYLA 743.76 744.50▲
 BUND 764.60 764.25▼
 WTI 99.00 98.50▼
 OIL 727.15 717.00▼

TECHNOLOGY P11
APPLE AGREES TO PAY NOKIA
IN PATENT SETTLEMENT

ECONOMY P6
'ONE NEEDS DIALOGUE BETWEEN
TAX ADMINISTRATION & PAYERS'

IN BRIEF
HARITI DEADLOCK
CONTINUES
 The deadlock at the India...
Huawei R&D campus
 Huawei R&D campus...
Jobs Aplenty
 Jobs Aplenty...
 Turn to Page 16

Head-hunters back in business as hiring picks up

PIYALI MANDAL
 New Delhi, 14 June

WITH job markets opening up and companies looking for more experienced hands, head-hunters are back. Cash registers at executive search firms are ticking as the demand for senior-level executives have shot up, especially after April. Traditionally, it forms only 15 per cent of the overall job market, but their share is now

increasing and so is the business for these hiring agencies. At Executive Access, which specialises in top-level hiring, a growth of 60 per cent is expected this year. “Last year, we placed 128 senior-level employees. This year, we already have openings for as many as 30 senior positions in different companies,” Ronesh Poori, managing director, Executive Access, said. Buoyed by this performance, the firm has plans to ex-

pand its presence in Bangalore, Chennai, Delhi, Mumbai and Pune. According to MyHiring Club.com, a firm offering products and solutions to hiring firms as well as employees, till March 2011, most of the hiring companies, including executive search firms, were reporting negative revenues due to uncertainty in the market and lack of business. But from April, the trend changed. In April, the hiring

firms saw business registering 93 per cent growth. They have registered 100 per cent growth in revenue. Rajesh Kumar of MyHiring Club.com says, “The last two months this year have been specially rewarding for executive recruitment companies.” For Delhi-based Quadrangle, an associate company of job site naukri.com, it is a year of good business. The company has 240 job openings from various companies at the mid-

dle and senior level with a salary package of above ₹25 lakh. Last year, during the same period, the number of registered jobs for the same segment was 30. “There is significant traction this year. The overall job market has increased, but the share of mid and senior hiring within the job market pie has also increased considerably,” Harveen Singh Bedi, senior vice-president, Quadrangle, said. **Turn to Page 16**

JOBS APLENTY

Month	Total number of hirings	Change in number of hirings (in %)	Change in the revenue of consultants (in %)
April-2010	32	-16.00	-18.23
May-2010	23	-28.13	-37.11
January-2011	97	-21.77	-17.51
February-2011	79	-18.56	-19.76
March-2011	59	-25.32	-13.18
April-2011	147	149.15	133.07
May -2011	153	4.08	8.55

Source: Myhiringclub.com