

European executive search firm AIMS lines up India expansion

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NEW DELHI: European executive search firm AIMS is planning to expand its operations in India, and will open new offices in Pune and Bangalore in FY16. Started in Vienna in 1992 by five independent partners, AIMS has offices in Delhi, Gurgaon, Mumbai and Chennai and caters to sectors like infrastructure, information technology and telecom, auto, and e commerce. The firm specialises in Csuite and board-level hiring.



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"For us, India is a very important market. China's growth has reached a peak and even gone down a bit. India still has more growth opportunities and is a very important market for many MNCs," says Daniel Ekberg, president, AIMS International.

Though Europe still accounts for a substantial chunk of the firm's business, Ekberg says the firm plans to expand to regions in Asia Pacific and Latin America. "We have the biggest opportunities in these two regions.

Asia Pacific can grow by 20% year on year, and that can happen by expanding to markets like Thailand, Indonesia and Vietnam," says Ekberg. AIMS International, which provides executive search as well as assessment and management audits for companies, has partners in Australia, Japan, India, South Korea and China with coverage in another seven countries including Singapore, Malaysia and New Zealand.

The firm has 19 senior consultants in India, and a 10-12 member research team. Adarsh Matta, head of AIMS International India, says leadership hiring is picking up in infrastructure, e commerce and other startups here.