



## **Recruiting managers is less expensive now, due to companies with tariffs below the market level**

2009-08-11 de [Robert Iloviceanu](#)

**Increasingly more companies on the executive search market are forcing tariffs down. According to market data, some enterprises start negotiations at low values, and the contracts that were normally signed for 8,000 are now being signed for as little as 2,000.**

“We lost an 8,000 contract in favor of a company that recruited that position for only 2,000. Lately, increasingly more companies on the market, large or small, newly entered or experienced, are eroding prices, leaving tariffs very low,” the Managing Partner of the Advice Human Resources executive search company, Rudolf Fedorovici, said.

According to the official, some companies are taking advantage of the immaturity of the market and the current context and set tariffs far below the average price on the market.

Tariffs are also sliding on the executive search market because of the dramatic decline in recruitment projects and the drop in salary packages offered when employees are hired.

“There are companies with fees of 500-1,000 on the local market, but, in this case, their doing headhunting is out of the question. They cannot; the costs would not be covered,” the Managing Partner of the Total Business Solutions executive search company, Daniela Necefor, said.

George Butunoiu, founder of the GB Executive Search firm, said he has not lowered the tariff per recruitment nor is he planning to. The company’s tariffs start at 12,000. “Companies that cut tariffs lose their credibility. Changing the tariff grid is something that a serious executive search company does not do, regardless of the economic context,” Butunoiu said.

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