

NGS Global Expands into Dubai

September 6, 2018 – Executive search firm NGS Global continues to grow, recently opening an office in Dubai and appointing industry veteran Karla Dorsch to lead its new location as managing partner.

Ms. Dorsch, who brings years of experience in the financial services sector, will join the financial services practice. She most recently served as CEO of Piedmont Ltd., a boutique executive search firm based in London and the UAE that she founded more than 20 years ago. Before that, she gained search experience with both Harvey Nash and Korn Ferry. Earlier in her career, Ms. Dorsch worked as a regulatory and policy analyst at the New York Federal Reserve Bank, concentrating on assessing the capital, assets, equity, liquidity and management of member banks. She then joined Merrill Lynch Investment Bank in London providing clients advice on their investment requirements and solutions.

“Having been in executive search for over 25 years, I was approached on many occasions to join a firm with global capabilities,” said Ms. Dorsch. “No company demonstrated the professionalism, success and full integration I found with NGS Global. I am delighted to be joining a partnership with global reach and depth.”

“Our entire team is delighted Ms. Dorsch is joining NGS Global,” said Roman Müller-Albrecht, EMEA managing partner and member of the global operating committee. “Her industry network and expertise will be a real asset to our financial services practice. We are also thrilled to plant a flag in Dubai as it is a major business center with a dynamic and diversified economy and will be a very important market for NGS Global.”

One of the world’s fastest growing economies, Dubai’s current gross domestic product is projected at \$107.1 billion. The Persian Gulf and its coastal areas are the world’s largest single source of crude oil, and related industries dominate the region, making it a hotbed of activity for search firms with an eye on expansion.

Growth Mode

With offices across the Americas, Europe, Asia and Africa, NGS Global boasts a consultant team with expertise and broad networks in a variety of industries and functional areas.

This summer, the firm added Don Chang and Michael Huberts as managing partners in its Seoul and Tokyo offices, respectively. Mr. Chang brings in-depth experience in IT and Technology focusing on senior-level leadership development and C-level searches. Before joining NGS Global, he was a senior director at Ernst & Young Korea and executive director at Deloitte Korea. Mr. Huberts has 13 years of search experience in the life sciences and healthcare sectors. Previously, he was managing partner of Morunda, a Japanese healthcare recruitment firm, where he established and led its retained executive search practice.



This spring, NGS named Chris Pearce, a former member of the Australian House of Representatives, managing partner with its Oceania team in Melbourne, Australia. “Mr. Pearce’s experience as a member of the ministry and member of the Australian Parliament, adds depth and context to the team,” said Mark Lelliott, managing partner Asia and member of the global operating committee. “He was in the federal government ministry and was responsible for financial services, business law and consumer affairs, and later was a shadow minister.”

Recently, the firm also added George Johnson and Jonathan Falconer as new managing partners to head its Japanese office in Tokyo. With over 37 years of executive search experience combined, the new leaders will join forces to lead in the development of a broader and deeper level of capabilities within the Japanese market. Mr. Falconer said the new additions look forward to being part of the firm’s ongoing growth and development. “With both the Rugby World Cup and Olympics on the horizon, Japan will be trending in the news,” he said. “What better time to join a business with such a demonstrable record of success?”

The firm also opened an office in Delhi, which is overseen by managing partner Soumitra Agarwal. “As home to several large, as well as emerging, enterprises, Delhi/ National Capital Region is an important market to our office there,” said Mr. Agarwal. “Coupled with our existing offices at Mumbai and Bangalore, it will allow us to serve our expanding client base in the country.”

Source: Contributed by Scott A. Scanlon, Editor-in-Chief; Dale M. Zupsansky, Managing Editor; Stephen Sawicki, Managing Editor; and Andrew W. Mitchell, Managing Editor

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