



**Agentum is an executive search company with a unique business model. We source and find our candidates via an Exclusive Network consisting of trendsetting and well connected individuals within the Swedish business community, who all give excellent references to their nominees. The fundamental principle is:**

### **Great people know great people**

Good contacts give the best candidates. We have created an extraordinary model in order to offer recruitments via a network of well known and networking people within the Swedish business community. Through Agentum you gain access to highly prestigious individuals otherwise difficult to reach. They are our agents, and they know your future managers, decision makers, and key persons. They know them personally. Our agents cover most industries, and they all have personal experience both as leaders and recruiters.

### **And our system is Fast and Accurate**

When an assignment is given to us, we consult our 1000 Agents to find the best candidates for the job. We do not need to advertise or search through data bases. The candidates are already in the agents' minds.

When we have received the agents' candidates into our system, an evaluation process starts and thereafter we meet the selected candidates for an in-depth interview. The individuals we reach are the kind of people that cannot be found in any CV database or head-hunters' network, and we find them fast.

### **The Agents**

Our agents are "hand-picked" and thoroughly screened. All of them have been interviewed in order to become a part of our Network. What they all have in common is that they have access to great networks, both private and professional, in Sweden and internationally.

The agent, whose nominee is successfully employed, receives a portion of the recruitment fee. This is an important incentive for them to really engage themselves in the recruitment process, and an important statement from our side. Each and every agent is personally vouching for their candidates. This is one reason why Agentum is able to present top candidates to our assignments.

### **Time schedule**

We are able to present candidates within three weeks from the day we have consulted our agents, and we aim for a maximum process time of eight weeks. This is possible due to very thorough planning and synchronizing of agendas between us and our customers.

### **Payment model**

The following payment model will apply:

1/3 - when the assignment starts

1/3 - when Agentum presents candidates

1/3 - when the candidate signs the contract.

## Our Recruitment Process

### Stage 1. Define required profile

Together with the customer we identify – if this has not already been done – the need for recruitment and we define the required profile. The profile must clearly express to our agents the type of competence for which we are searching.

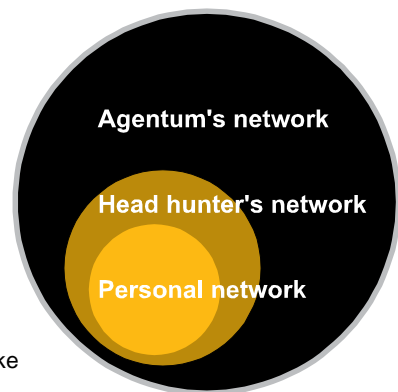
### Stage 2. Search phase

This is the phase during which we consult our Agents. Through Agentum you gain access to highly prestigious individuals otherwise difficult to reach. They are our agents – today more than 1000 trendsetting and networking persons within the Swedish business community – and they know your future managers, decision makers, and key persons.

### Stage 3. Candidate contact and interviews

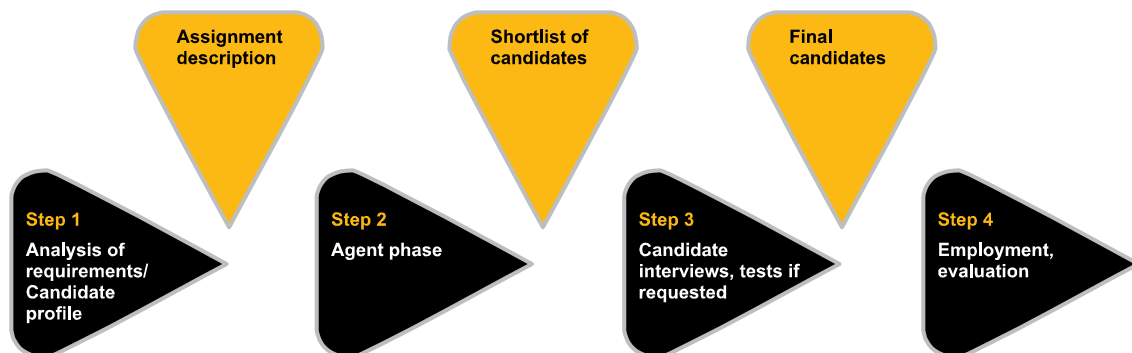
When we have received the recommendations from our agents, we start processing the candidates. We select and evaluate all candidates by identifying their situation, assessing their interest in the job and company and their willingness to take a new career step.

The candidates we have identified as interesting and having relevant CVs, are booked for an in-depth interview. Thereafter we present a shortlist of at least three candidates that you, being our customer, have the opportunity to meet. Agentum will arrange and book the meetings between the customer and the candidates, and also take references. If requested by our customer, at this stage we will test the candidates; some tests we conduct ourselves, for others we cooperate with selected partners. The interviews take place within two weeks after our presentation of the candidates.



### Stage 4. Signing and follow-up

You hire one of our proposed candidates and a successful search is completed. Agentum will then after 3 months and after 1 year contact both the customer and candidate for a follow-up.



## A few examples of our assignments and customers

- CEO, Nord-Lock in Mattmar/Jämtland, a company the Latour Group
- CEO, Charity Rating
- CEO, Fora, the service company handling the collective insurance premiums
- CEO, Hotel Gripsholmsviken, Mariefred
- CFO, Jays
- Head of Sales, Pricerunner
- Nordic Marketing Manager, Mastercard
- Head of Marketing, ComHem
- Head of Online Marketing, Unibet, London
- Head of IT, Almi Företagspartner
- Nordic Head of IT, Dustin
- CIO, EQT
- Chief Information Security Officer, Ericsson
- Business Leader, IKEA
- Country Manager, Göteborgs Kex
- Global HR Manager, OSM Group
- HR Manager, Plantagen
- HR Manager, Hallvarsson & Halvarsson
- Several board positions, the listed oil company PA Resources
- Senior Business Developers, SJ



### Among other friends of Agentum who received new key personnel are:

Karolinska institutet, El-Björn, Google, Sollentunahem, SAS, Swedish Trade Council, Verdane, Capital, Astra Zeneca, SSAB, Gunnebo Industries, Procuritas, Megacon, Nordomatic, Elverket Vallentuna, Occasion, Däckia, Oriflame, EF.

Agentum is part of NovaAgentum. Through our brands Agentum, Nova 100, Nova Pro, Nova Executive Network and Supertalangakademin we find, identify and evaluate great people and are the connecting node between them and great opportunities. We have offices in Stockholm, Copenhagen, Oslo, Helsinki and Shanghai.