

**Brian D. McCormick**  
Executive Vice President

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Brian heads the Washington, DC, area office. He helped develop the company's specialty practice areas and manages and trains the company's consultants. He is considered an expert in conducting highly-confidential, executive level searches and has personally performed searches for several key members of the executive teams of major professional services firms. His success is a direct result of his experience in the recruiting industry and his widespread knowledge of the market.

With significant management responsibilities, Brian engages in client assignments on an exclusive basis. He also provides consulting services and sales training for direct sales staff. He has trained sales talent for his entire career. Teams he trained, many of which work in the country's most competitive markets, have been recognized nationally for their outstanding performances.

Brian co-founded The McCormick Group in 1974. Before that, he was a teacher for Washoe County schools in Reno, NV.

He received a Bachelor of Science degree in Education from the University of Nevada and attended the Executive Management Program at Harvard University. He is very active in the Washington business community and served as the Vice President of Membership for the Harvard Business School Alumni of Washington, DC.

**Government Contracting**

