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Jim specializes in searches for association and not-for-profit executives and government affairs professionals. After ten years as an association executive, Jim brings a strong understanding of working with volunteer boards and association members, and he knows what it takes to provide member value in a mission-driven organization. Jim also offers business experience that helps him recruit executives who know how to lead and sustain not-for-profits. He is known as an innovative problem-solver, who is thorough and performance driven.

Jim's focus is on recruiting senior level executives for leadership positions in management, marketing, education, communications, and membership. In addition, Jim has successfully placed professionals with several public affairs and government relations firms. He has particular expertise in working with large trade associations and healthcare organizations and in helping senior government officials successfully transition to the private sector. Some of his representative placements include: executive directors for national and international associations, vice presidents of communications for associations, vice presidents of government affairs for national associations, and deputy director for a prominent think tank. During his first year, Jim set a new record for corporate placements and received The McCormick Group's "Corporate Rookie Account Executive of the Year" award.

Before joining The McCormick Group, Jim's decade in association management included the position of President and Chief Operating Officer of the Independent Office Products and Furniture Dealers Association. He also served as Managing Trustee of the association's 501(c)(3) scholarship fund and its ERISA Group Insurance Trust. Prior to his tenure at the association, Jim held senior management positions with dealerships of business products and office furniture in Wilmington, DE, and Philadelphia, PA.

He received a Bachelor of Science degree in Business Administration with a concentration in Marketing from the University of Delaware. As a parent volunteer, Jim is highly involved with children's swimming in the Potomac Valley Swimming League, Northern Virginia Swim League, and Virginia AAA High School Swimming. His hometown is Claymont, DE.

Communications & Public Relations

Government Affairs

Not-for-Profits & Associations

