

### Sales

In today's tough economy, employers are not looking for just anyone to fill sales and business development positions; they are in search of top-notch professionals who can truly impact the bottom-line. High caliber candidates with the combination of skill set, experience, and demonstrated performance are hard to find.

At The McCormick Group, we tap our extensive networks of contacts in the Washington, DC, area and across the country to source talent in sales and business development. We work with clients who represent a broad array of industries. With a strong focus on the professional services sector, our clients include law firms, accounting and consulting firms, financial and investment services firms, real estate companies, and architectural firms. Representative engagements are searches for customer relationship managers and sales and business development professionals.

### Marketing

Savvy business leaders know that experienced, sophisticated marketing professionals can do more than generate visibility and credibility for companies. Top marketing professionals identify customer requirements and provide sales teams with the tools they need to close deals. In addition to an expansive skill set, marketing candidates must fit with a company's culture and offer the right chemistry with the company's leadership.

The McCormick Group conducts searches with a sense of urgency using a thorough approach. We are driven to deliver the best candidate for each position. We work with companies from a variety of industries. Clients include law firms, accounting and consulting firms, publishing, media, educational firms, financial and investment services firms, real estate companies, and architectural firms. Representative placements range from marketing managers to chief marketing officers.

### Primary Contact

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