

## Pedersen & Partners enters the Portuguese market, “Revista Actualidad€ - Economía Ibérica”

**Lisbon, Portugal** – [Margarita Hernández](#), Portugal Country Manager for the new Lisbon office of leading international Executive Search firm [Pedersen & Partners](#), explains the advantages of the firm’s global coverage and “proactive search” approach.



Pedersen & Partners specialises in profiles of experienced top executives from a diverse range of sectors. Having established itself as a multinational leader in Executive Search, the firm carries out proactive searches tailored to its client companies’ specific needs, rather than fulfilling vacancies from the resumes it receives, explains Ms. Hernández. The firm’s practice is to work together with each individual client to define the search strategy that will be used to refine the candidate profile and identify potential professionals in key companies. These prospective candidates can then be contacted in order to explore their availability for a potential professional move. Pedersen & Partners guarantees total confidentiality for the client companies at the preliminary contact stage.

“The target profiles are usually general managers and first-line directors, but sometimes we also work with middle management. Our reputation as a global firm with extensive on-the-ground presence encourages our clients to ask us to provide these additional services,” [Ms. Hernández](#) continues.

### An international network in 52 countries



Pedersen & Partners is a global firm with 15 years of activity and offices in 52 countries. The firm draws on its extended global network to provide the widest and deepest searches for the best candidates, says Margarita Hernández.

The new Lisbon office is an affiliate in the firm’s Iberia Group, and one of its chief goals is to take on a significant role in providing Executive Search services for Spanish companies, which are present in Portugal. Ms. Hernández emphasises that Pedersen & Partners distinguishes itself by its “relationship of trust with clients, confidentiality, rigorous work, and knowledge of the local culture.”

Pedersen & Partners provides services across a diverse range of sectors, and expects that their main areas of specialisation in Portugal will include banking, telecoms, industry, insurance and consultancy.

“Compared to this time last year, the labour market is more active, with the IT and industrial sectors particularly dynamic. Mainly, we would like to highlight the international dimension of our work, as we fulfil mandates for Portuguese companies that want to hire for their international markets, as well as international companies that are looking to invest in Portugal, and will need good local executives.”

“The most desirable profiles are for candidates with the strengths to play a major role in the digital transformation that many companies are facing. These are people who combine technological knowledge and skills with a deep understanding of the industry, and the way in which technology can bring a competitive advantage to their specific businesses,” [Ms. Hernández](#) concluded.

Photo source: *Revista Actualidad€ - Economía Ibérica*



[Margarita Hernández](#) is the Country Manager for Portugal at [Pedersen & Partners](#), and she also oversees Executive Search engagements across multiple industries in Angola. Drawing on an impressive track record of almost twenty years of consulting experience in Western and Central Europe, Ms. Hernández brings a portfolio of Executive Search, leadership assessment, executive coaching and management consulting expertise to the firm. As a renowned advisor and executive leader, she has cross-sector experience working with Fortune Global 500 & 100 and mid-cap organisations, and covering Organisational and Human Capital management consulting, with deep knowledge in International Transformational Projects. Prior to joining Pedersen & Partners, Ms. Hernández served as a Senior Manager for Accenture where she completed a wide range of organisational behaviour and change management assignments, including talent management and executive coaching and development projects, with the main focus on the Products and Resources industries.

Pedersen & Partners is a leading international Executive Search firm. We operate 56 wholly owned offices in 52 countries across Europe, the Middle East, Africa, Asia & the Americas. Our values Trust, Relationship and Professionalism apply to our interaction with clients as well as executives. More information about Pedersen & Partners is available at [www.pedersenandpartners.com](http://www.pedersenandpartners.com)

If you would like to conduct an interview with a representative of Pedersen & Partners, or have other media-related requests, please contact: Diana Danu, Marketing and Communications Manager at: [diana.danu@pedersenandpartners.com](mailto:diana.danu@pedersenandpartners.com)