

# How to find new clients and source talent in EMEA using PitchBook

A guide for recruitment firms



# Unlock the private markets with PitchBook

PitchBook is the premier resource for comprehensive, best-in-class data and insights on the global capital markets. We collect and analyse detailed data on the entire venture capital, private equity, and M&A landscape—including public and private companies, investors, funds, investments, exits, and people.

## How our data can help you win



**Your network is a great resource for business development, but how do you find new clients and talent outside your circle?**

- Use PitchBook to go beyond your network, reach the right VC and PE firms as well as prospects at the right time, and build longstanding relationships.
- See when companies get funding or take on debt and need help with hiring or follow mergers and acquisitions to anticipate restructuring.
- Search for companies by location, niche focus area, emerging technologies, and more.



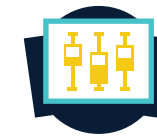
**A resume reveals a professional's primary experience, but how do you know if a candidate truly impacted a company?**

- PitchBook not only shows you where a candidate worked but also how those companies are performing.
- This insight is the difference between sourcing talent for an investor with a track record of funding high-growth startups across industries and companies without staying power.
- Access information on professionals that isn't available anywhere else to bring in promising candidates from the start and fill positions faster.



**Time spent networking is time well spent, but how do you know you're connecting with the right people?**

- PitchBook helps you build long-term partnerships relationships and win lucrative contracts with VC and PE firms.
- Find and connect with firms active in your region or an industry you're targeting or specialising in.
- These firms invest in and advise many companies—so when you forge a relationship with them, they'll come to you every time one of their portfolio companies needs talent acquisition.



**Your clients expect you to understand their industry, but how do you stay on top of trends when you serve companies in so many areas?**

- With PitchBook, you can quickly get a feel for the major companies, investors, and executives in specific industries.
- Stay on top of trends in diverse and emerging industries with our Emerging Research & Technology reports.
- Map valuation and financing trends to see how a particular space is changing and where investors are moving.
- Leverage industry intelligence to give your clients expert advice and build rapport with prospects.

# Target investors with ample dry powder

Help Center
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# Investors & Funds Search

1,155 Investors

[Modify All Criteria \(6\)](#)

Investor Type:

Private Equity x

Search for Primary Investor Type only x

Deal Location:

United States x

Search HQ Only x

Deal Date:

From: 01-Jan-2018 x

Exclude deals without a size x

Deal Type:

All Buyout Types x

Investors

Funds

Companies

Deals

Limited Partners

People

Pivot Table v

Charts v

Notes (76)

Edit table v

Download v

0 Selected

Select All

Select Page

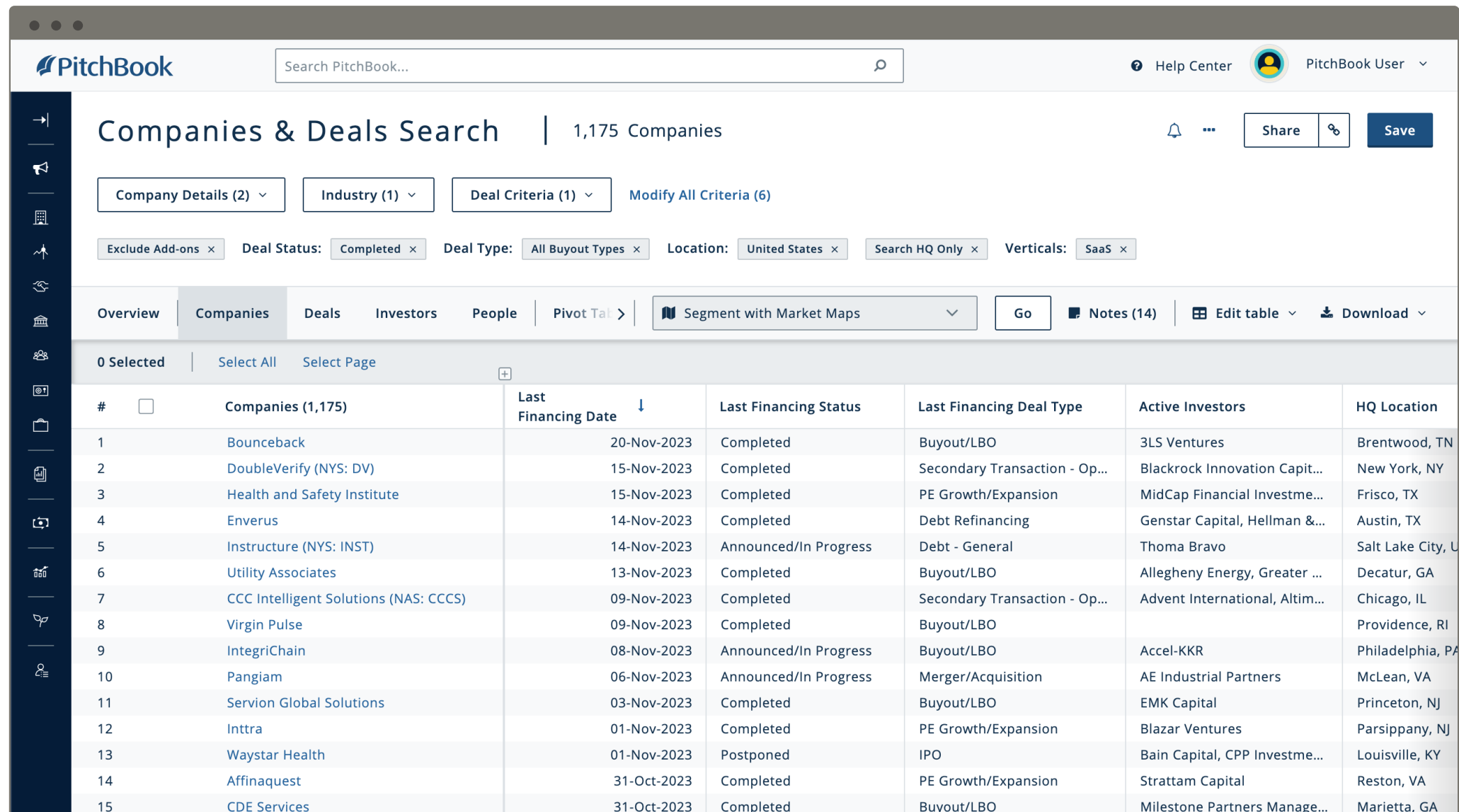
#	<input type="checkbox"/>	Investors (1,155)	Primary Investor Type	Dry Powder ↓	Investments	HQ Location	Primary Contact	Total Active Portfolio	Preferred Industry
1		EQT (STO: EQT)	PE/Buyout	62,518.75	23	Stockholm, Sweden	Christian Sinding	135	
2		Blackstone (NYS: BX)	PE/Buyout	60,694.02	87	New York, NY	Gregory Beutler	434	Agriculture, Appare
3		Ardian (Private Eq...	PE/Buyout	55,935.41	13	Paris, France	Dominique Senequ...	191	Chemicals and Gase
4		CVC Capital Partners	PE/Buyout	53,648.90	17	Luxembourg, Luxem...	Fred Watt	152	Business/Productivi
5		TPG (NAS: TPG)	PE/Buyout	46,816.40	36	New York, NY	Jack Weingart	266	Apparel and Access
6		The Carlyle Group ...	PE/Buyout	45,069.15	42	Washington, DC	Daniel Mutzig	301	Apparel and Access
7		Clayton, Dubilier &...	PE/Buyout	34,195.36	27	New York, NY	Daniel G. Jacobs	41	Commercial Produc
8		Bain Capital	PE/Buyout	31,672.40	26	Boston, MA	Charles Megaw	187	Apparel and Access
9		Advent International	PE/Buyout	30,187.06	15	Boston, MA	David M. Mussafer	122	Apparel and Access
10		Hellman & Friedman	PE/Buyout	29,909.80	14	San Francisco, CA	Judd Sher	31	Capital Markets/Ins
11		Silver Lake	PE/Buyout	29,098.88	26	Menlo Park, CA	Gregory K. Mondre	113	Commercial Service
12		Partners Group (S...	PE/Buyout	28,122.93	20	Zug, Switzerland	Marcel Erni	137	Capital Markets/Ins
13		HarbourVest Partn...	PE/Buyout	28,018.56	13	Boston, MA	Karin Lagerlund	97	Apparel and Access
14		TA Associates Man...	PE/Buyout	25,181.51	24	Boston, MA	Melanie R. Toomey	128	Commercial Service

Create relationships with PE and VC firms active in your region or industry who have high levels of available funding.

Unlock opportunities for growth based on funding rounds such as seed, Series A, or later-stage. New funding into privately held companies often signals an ability to invest in lucrative opportunities and a need to source talent. As an essential part of any recruitment playbook, monitoring funding cycles helps recruiters identify firms with active capital deployment and those most likely to have near-term hiring directives.



# Track all investments across all sectors globally

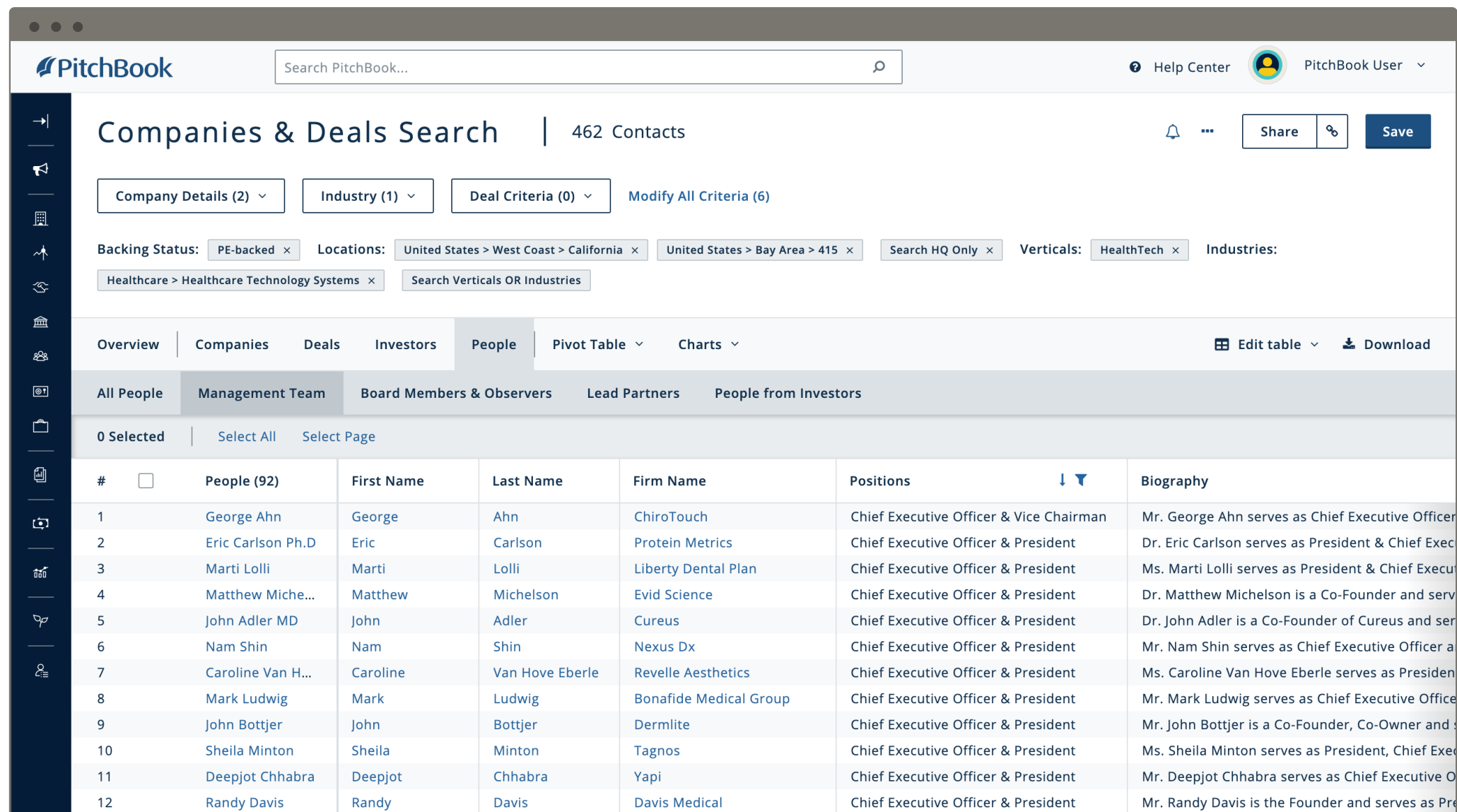


Leverage our data to identify companies receiving rounds of investment from as early as seed to multibillion-dollar buyouts.

Become a trusted advisor by providing guidance on talent acquisition and aligning with a firm's efforts to ensure a seamless recruitment process at every funding stage. With PitchBook, you can see which companies have recently received funding, access their contact information, and reach out at the right time to win their business.



# Partner with PE and VC firms to identify high growth companies



Our platform allows recruiters to collaborate with firms at the right time—securing long-term contracts and placing the most promising candidates.

With our expanded datasets on people and companies as well as debt, recruiters can anticipate key financing events and major shifts in portfolio companies. These actionable insights help recruitment firms unlock growth signals by tracking funding rounds, deals, and acquisitions led by PE and VC firms.

Tap into a network of millions of professionals with contact information—from CEOs and CFOs to operating partners and in-house recruiters.

Help Center
PitchBook User

Blackstone (NYS: BX)

...

Share

Save
▼

Profile Type: Investor
▼

Profile
News
Investments
Exits
Funds
Limited Partners
Analytics
Notes & Files
Data Feedback

Contents

General Information
Contact Information
Team (1,163)
Affiliates
Board Seats (345)
Board Members (40)
Lead Partners on Deals (1,068)
Investments & M&A (2,037)
Investments by Industry
Investments by Year
Exits (856)
Co-Investors & Add-Ons (4,537)
Funds (236)
Funds by Type

Team (1,163)

Current Team (415)
Former Team (748)

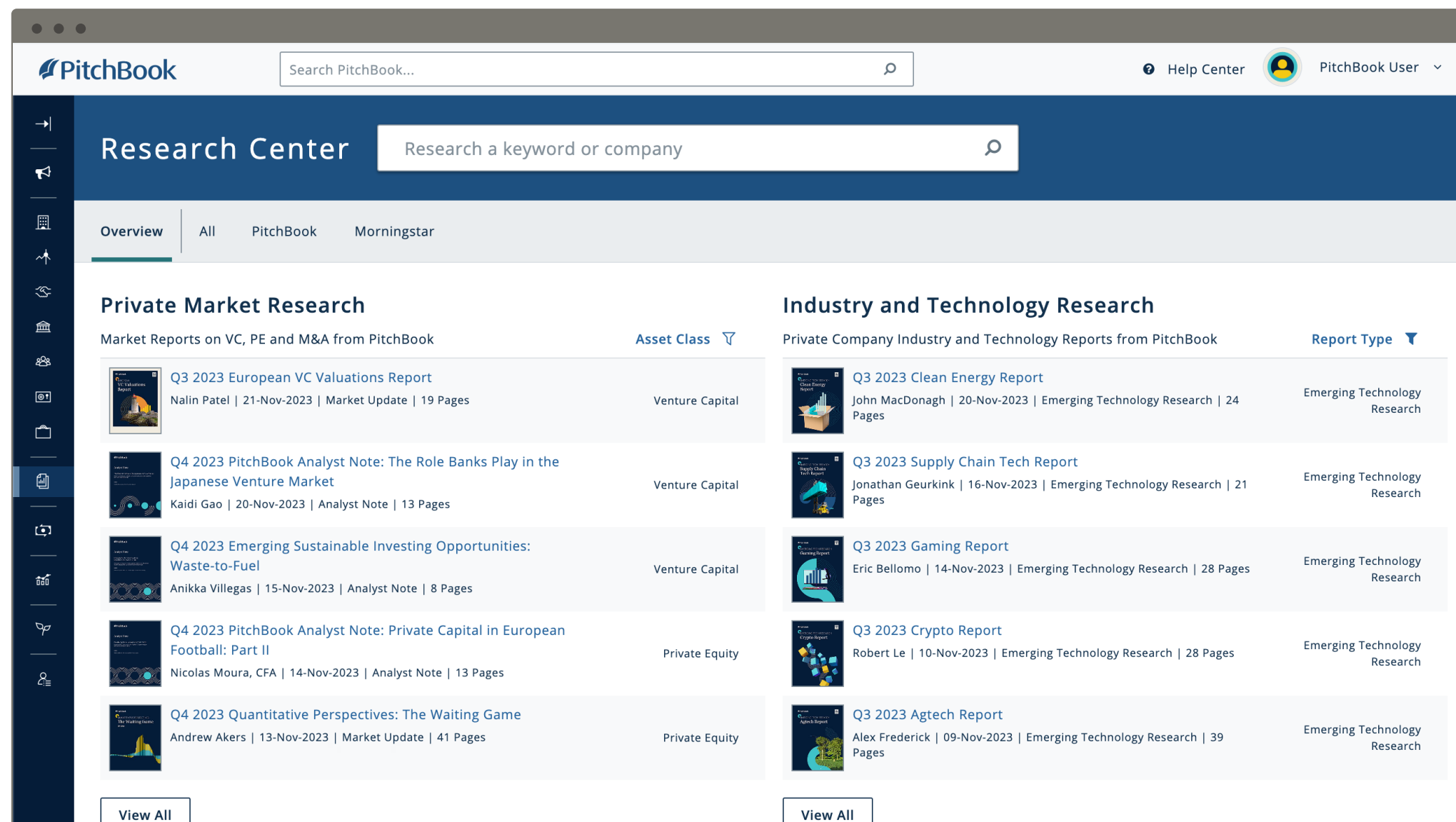
Name	Title	Deals	Funds	Boards	Office	Contact
Stephen Schwarzman	Co-Founder, Chief Executiv...	111	26	2	New York, NY	
Jonathan Gray	President, Chief Operating ...	34	11	4	New York, NY	
Michael Chae JD	Chief Financial Officer, Seni...	17	5		New York, NY	
Sean Klimczak	Global Head of Infrastructu...	24	5	3	New York, NY	
Stephen Can	Senior Advisor				New York, NY	
Verdun Perry	Senior Managing Director ...	1			New York, NY	
Andreas Mang	Senior Managing Director, ...				New York, NY	
Bernardo Santiago	Chief Executive Officer				New York, NY	
Thomas Morrison	Senior Managing Director, ...				New York, NY	
Jon Camire	Managing Director, Portfoli...				New York, NY	
Robert Ramsauer	Chief Operating Officer of ...			2	New York, NY	
Paul Schlaack	Senior Managing Director ...				New York, NY	
Vincent Letteri	Senior Managing Director ...	11	3	1	San Francisco, CA	

The PitchBook Platform provides tools that enable you to discover and track companies primed to exit, or receive an infusion of capital or debt. Understand unique portfolio company needs before a major financing event takes place and identify high-yield opportunities. Positioning yourself as a credible partner can help you to better serve your clients—ahead of a swell in hiring—by offering strategic advice on talent pools and market trends.

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# Research Center

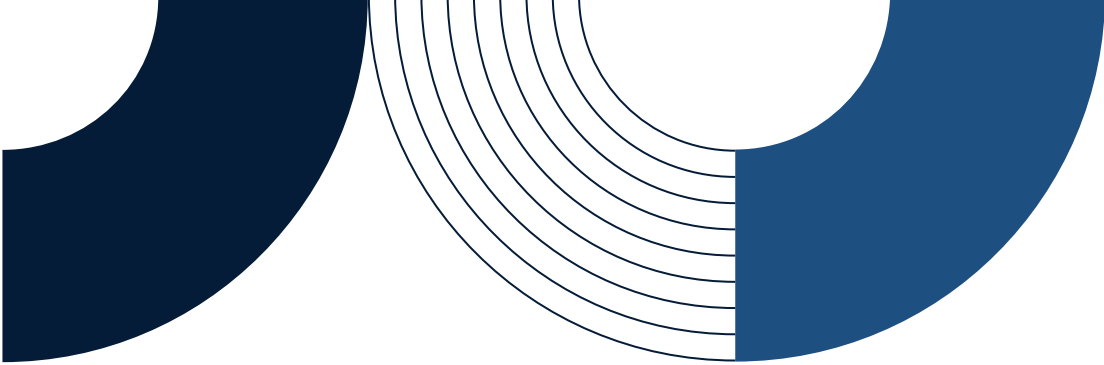


Access timely, institutional-grade private market research that delivers unmatched expertise and industry analysis.

Built on sophisticated frameworks, our research serves PitchBook clients throughout the entire investment and due diligence workflow—complete with direct access to our analysts. Connect with our EMEA analyst team for candid discussions about current industry dynamics and developments most relevant to you right now.

Leverage PitchBook Institutional Research Group reports to deepen your targeted industry outreach and demonstrate expertise with clients.

# A selection of our recruitment firm clients in EMEA



Stanton  
house

La Fosse  
Associates

TEC  
PARTNERS

numi

PIE

BOSS  
PROFESSIONAL SERVICES

V I D A

camino  
partners

# Researching the capital markets is hard—PitchBook makes it easy

Our team of associates and rigorous information infrastructure combine to produce detailed, hard-to-find data and insights on opaque global capital markets.

## How we gather insights from a global stream of data

### Highly specialised professionals

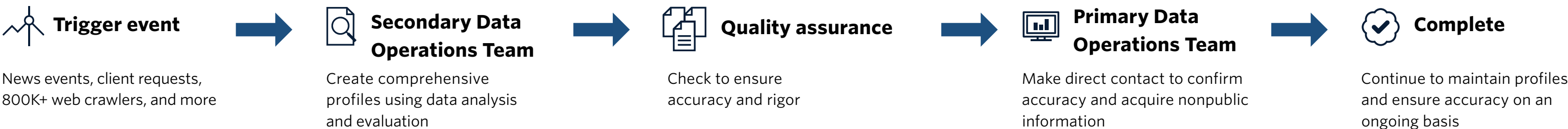
The PitchBook Data Operations Team consists of over 2,100+ people with an average tenure of 3+ years who verify every detail and provide a human touch to our information before putting it in front of the world.

### A complex information infrastructure

Fragmented, complex, and hard-to-manage information from around the world is turned into actionable insights after being sourced, organised, and integrated through the application of 100+ proprietary processes.

### Global breadth and depth

Our human-centered approach and information infrastructure results in an unparalleled breadth of insight into market activity around the world. Organised across 25 discrete datasets, we provide a detailed view into companies, investors, funds, management teams, and more.





# Our data: Who and what you can research with PitchBook

Companies		Deals		Investors		Funds	
What we track	Key data points	What we track	Key data points	What we track	Key data points	What we track	Key data points
Pre-venture companies	Financing history	Angel & venture capital investments	Deal size & multiples	Angels	AUM	Buyout, growth & venture capital funds	Investments
Venture capital-backed companies	Cap table history	Private equity investments & buyouts	Pre- & post-money valuations	Accelerators & incubators	Dry powder	Mezzanine & debt funds	Fund size & target
Private equity-backed companies	Financials	Mergers & acquisitions	Series terms	Venture capital firms	Investments, acquisitions & exits	Infrastructure funds	Performance (IRR)
Mature private companies	Filings	IPOs & PIPEs	Stock information	Corporate venture capital firms	Fund information & performance	Real estate funds	Cash flow multiples (DPI, RVPI, TVPI)
Public companies (with fundamentals, analyst reports and consensus estimates)	Executives & board members	Bankruptcies	Investors & lenders	Private equity firms	Co-investors	Funds of funds	Dry powder
	Investors	Secondary transactions	Advisors	Strategic acquirers	Team & lead partners on deals	Energy funds	Benchmark
	Similar companies & competitors	+15 other deal types	Lead partners	+15 other investor types	Limited partners	+20 other fund types	Limited partners & commitments
	Patents				Investment preferences		Investment preferences
	Clinical trials						
Limited Partners		Advisors		Professionals		Debt & Lenders	
What we track	Key data points	What we track	Key data points	What we track	Key data points	What we track	Key data points
Pensions	Mandates	Investment banks	Deals & clients	C-level executives	Affiliated deals & funds	Last month of PE financing	Lending preferences
Foundations	Allocations	Law firms	Industry expertise	Founders	Current & past positions	Maturity date approaching	Debt facilities
Family offices	Commitments	Auditors	Regional focus	Partners	Board seats	Buyout deals	Loan types
Endowments	Returns	Lenders	League table ranking	Managing directors	Industry expertise	Traditional lenders	Debt amount per round
+20 other limited partner types	Direct investments	Placement agents	Team & lead partners on deals	Corporate development officers	Biography	Private debt-backed companies	Maturity date
	Investment preferences	Valuation firms	Affiliates & subsidiaries	Investment & advisory professionals	Education	Refinancing opportunities	Rate types
	Teams	+15 other advisor types			Contact information		Spread reference
							Spread/interest rate

# Discover what our customers have to say

“PitchBook is great at looking for businesses that have raised capital or exited and are likely to have hiring needs.”

## **Principal**

UK recruiting firm

“I use PitchBook every day in research to find relevant businesses and to better understand businesses.”

## **Senior Associate**

Medium enterprise professional services company

# Uplevel your recruiting efforts today

To see a demo and learn more about the platform, contact a PitchBook representative.