

# John Piccinini lifts the lid on recruitment and executive search

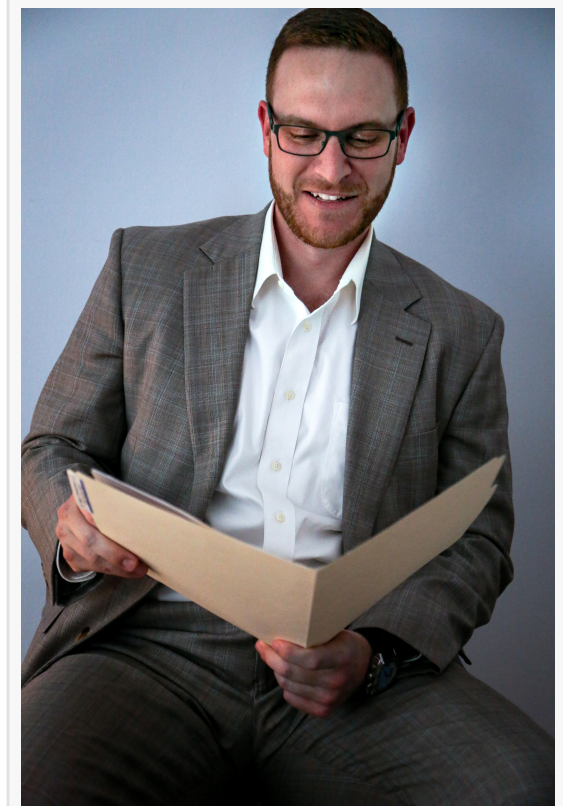
*With levels of unemployment in the U.S. halving in the last ten years, it's something of a prosperous time for those in the recruitment business.*

MIAMI, FLORIDA, UNITED STATES, June 7, 2018

/EINPresswire.com/ -- Down from a recent high of over 10% in 2009, current U.S. unemployment sits at a fraction over 4.0%. It's this surge in employment numbers which has seen the country's staffing and recruitment industries hit \$150 billion annually.

Interestingly, according to [John Piccinini](#), a recruitment specialist from Fort Lauderdale, it's now candidates, not employers, who hold power. "It's a widely accepted fact among recruiters in today's market," he suggests.

Indeed, according to a study by MRINetwork, one of the world's largest recruitment organizations, upwards of 90% of industry specialists now believe this to be the case.



"There are no two ways about it," [highlights Piccinini](#), "candidates drive the current market."

He continues, "This is largely down to the fact that job offers and opportunities are outstripping the supply of potential or suitable staff."

During the course of the last 70 years, the U.S. has enjoyed a relatively low average unemployment rate of 5.8%.

Piccinini believes the new low of 4.1% is great news for the country, suggesting that talent is now more in demand than ever. "Executive search is seeing a huge resurgence, which is ideal for candidates seeking new or alternative employment," points out the recruitment expert.

More commonly known as headhunting, executive search currently accounts for around 30% of

all new hires in the U.S., according to a study by recruitment software company Lever. "These candidates," claims Piccinini, "also prove, on average, to be twice as efficient as those hired through non-executive search methods."

The same Lever study also reveals that around 90% of professionals currently in employment are open to being approached by headhunters with new work opportunities.

"Despite 90% being receptive to offers, less than one in three professionals, however, are actively looking for a change of employment," points out Piccinini, weighing in on the figures.

"It's for this reason that executive search is particularly important and why it enjoys such great rates of success. Executive search provides employers with access to swathes of brilliant candidates who would otherwise be off the open job market," he continues.

Of offers from headhunters, Piccinini goes on to say, "If you're a skilled professional willing to explore new opportunities, you must make sure that you're receptive to approaches from executive search specialists."

"Keep an open mind to offers," he adds, wrapping up. "Pay particular attention to benefits and other factors which could improve your quality of life both at work and at home."

You can connect with John Piccinini on [LinkedIn](#).

Eric Ash  
Web Presence, LLC  
941-266-8620  
[email us here](#)





---

This press release can be viewed online at: <https://www.einpresswire.com/article/450568623>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something

we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2023 Newsmatics Inc. All Right Reserved.