



## About MJS

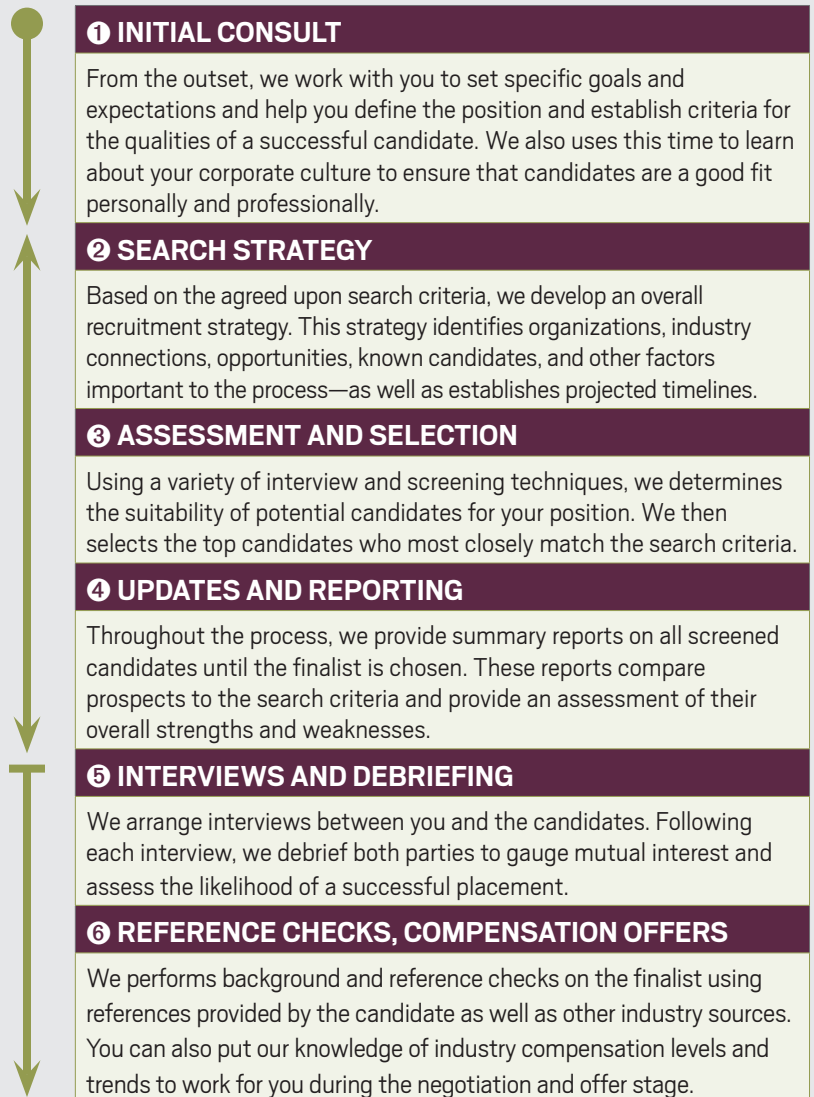
MJS Executive Search is a boutique retained executive search firm with functional specialties in marketing, sales, social media, digital/interactive, PR & corporate communications and general management. Industry specialties include consumer goods & services, Internet & e-commerce, entertainment, media & sports, marketing & PR and professional services. Clients include: *PepsiCo, American Express, Diageo, Applebee's, Timex, SS+K and Fila, Weleda, Equinox Fitness, and SeamlessWeb*. We work on client- and agency-side searches.

MJS has developed a unique expertise in recruiting for social media marketing positions. This new field requires candidates to have an in-depth understanding of the options available, best practices for deploying a sophisticated social media strategy, and a high-comfort level with technology. With all that, it also demands a deep understanding of traditional marketing practices. As this ever-changing and quickly-evolving category develops, we continue to refine our profile of the best skill-set and best candidates for this now essential part of the marketing mix.

MJS Executive Search is a true recruiting partner with your company—a partner you can trust and who gets results...the anchor that helps enhance your team. We use the latest in innovative social media and research tools coupled with time-tested traditional search methods to provide timely, thorough searches. Our goal is to find the right candidate—a candidate who aligns with your corporate culture, who resonates with your management team, and who can become an asset to your company.

## MJS's Process: Efficient Recruiting<sup>SM</sup>

While it's true that no two searches are alike, MJS Executive Search has developed an approach to recruitment that's designed to keep you "in the loop" and to make the process as efficient and hassle-free as possible.



### Functional Specialties

- Marketing
- Sales
- Social media
- Digital/interactive
- PR & corporate communications
- General Management

### Industry Specialties

- Consumer goods & services
- Internet & e-commerce
- Entertainment, media & sports
- Marketing & PR
- Professional services

## Our Team

### Matthew J. Schwartz

Founder, President & CEO

matt@mjsearch.com

Matt founded MJS Executive Search in 2003. Prior to starting MJS, Matt was a Principal in the New York City office of Heidrick & Struggles. There he was part of the Global Consumer Practice and worked across the consumer products, retail fashion and luxury goods, media and entertainment and corporate communications sub-practices. From 1994 to 1999, Matt was a senior consultant at Gundersen Partners, a boutique executive search firm in New York City. At Gundersen, Matt specialized in marketing and marketing services searches for both legacy and start-up organizations.

*Matt is an AIRS Certified Diversity Recruiter.*

### Sharon Schanzer

Principal & Chief Marketing Officer

sharon@mjsearch.com

Sharon is the principal and CMO of MJS and is responsible for business development, marketing, PR and corporate communications. Sharon has over 25 years of marketing, technology, and entrepreneurial experience. Prior to joining MJS, Sharon was the founder of Red Letter Day Graphic Design. Prior to founding Red Letter Day, Sharon was VP of Sales and Marketing at VirtualGiveaway, VP of Client Services at ProductPOP, and a principal at Internet professional services firm Luminant. Before Luminant, Sharon was co-owner of Madison Technologies, a publishing technology consultancy and prior to that, she was the Manager of IT services at Condé Nast and a technical writer at KPMG.

### Randi Sperber

Vice President, Search Operations

randi@mjsearch.com

Randi is a senior consultant and recruiting leader and drives the research and candidate identification for the firm. Randi spent the last 10 years working in retained executive search and has extensive experience identifying and recruiting top talent across a broad range of functions and industries, from mid-level managers to C-level executives. Randi's superb networking skills and tenacious recruiting style enable her to consistently deliver high quality talent for MJS's clients. Randi transitioned into executive search following a 10 year career in banking.

## Representative searches

### PepsiCo

VP, Marketing Naked Juice/Izze  
VP, Public Relations  
VP, Corporate Communications  
(Pepsi Bottling Group)  
Senior Director of Global Social Media  
Senior Director of Digital Strategy  
and Development  
Senior Director Foodservice Innovation  
Senior Director Marketing  
Equipment Innovation  
Director of External Affairs  
Senior Manager, Digital  
Communications  
Customer Marketing Manager

### American Express

VP of Online Communications  
VP Interactive Development  
VP Digital Marketing Acquisition

### DIRECTV

Senior Manager of Email Marketing  
Manager of Email Marketing

### Timex

Director of E-Commerce

### Applebee's Restaurants

Director of Social Media and  
Digital Content

### seamless.com

Chief Marketing Officer  
Senior Director of Business  
Development

### Weleda

Chief Administrative Officer  
VP of Marketing  
VP North American Sales

### Equinox Fitness

VP of Marketing  
Senior Director of Sales

### Peer 1 Hosting

Chief Marketing Officer

### Cycling Sports Group

Director of Global Marketing

### Juice Wireless

EVP of Finance and Administration  
Senior Director of Marketing

### Valspar

Senior Brand Manager, Interior Paint  
Senior Brand Manager, Exterior Paint

### Cellfish Media

VP of Marketing  
Online Campaign Manager

### Source Marketing

President

### Dlife

VP of Sales

### Egana Goldpfeil

U.S. President

### Centerra Wine Company

Director of Marketing

### Bahlsen

Director of North American Sales

### OLY

VP of Sales  
Retail Solutions  
SVP of Sales

### SS+K

VP

### TicketOS

Director Enterprise and  
Corporate Sales

## Client list (partial)

Alcone Marketing Group  
American Express  
Applebee's  
Cellfish Media  
Cycling Sports Group  
Diageo  
DIRECTV  
dunnhumby USA  
Equinox Fitness Clubs  
Fila USA  
Honeywell  
Juice Wireless  
Lifemed Marketing  
Norm Marshall Associates  
Peer1 Networks  
PepsiCo  
Pepsi Bottling Group  
Retail Solutions  
SeamlessWeb  
Shutterstock  
Shiftcontrol Media  
Source Marketing  
Swedish Match  
Timex Corporation  
Valspar  
Weleda