

PROFESSIONAL SERVICES



# INNOVATIVE SUPPLIER

AMERICA'S INDUSTRY LEADING CERTIFIED WBE SUPPLIERS



**Julie Kampf**  
President

#### Down to Details

#### JBK Associates, Inc.

*WBENC Certified:*  
Women Presidents' Education  
Organization-NY

*Capabilities:*  
Retained executive recruitment service  
Diverse talent placement service

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## Executive connections: search firm unites HR needs with executive, diverse talent

BY PETER FRETTY

The overarching goal in business is to provide a product or service that not only delights the customers but satisfies their needs and desires. Unfortunately, far too many firms tend to decide between the two rather than provide the clientele complete satisfaction. This is exactly when, in 2003, Julie Kampf saw an opportunity to thrive within the executive search community with her firm JBK Associates.

Kampf founded JBK with the intent to be different from the competition. The firm deploys a service model which effectively focuses on partnering with its client base to find true matches. Testimonials featured on the company's Web site reveal its penchant for making connections.

"We are very agile, flexible and work efficiently as a seamless integration with the client's HR team, the president explained. "The key for JBK is to continue finding clients interested in developing and nurturing partnership relationships."

Kampf continued, "We are successful and we are always looking to raise the bar in the talent base."

One key aspect of keeping a high level of service revolves around JBK's determination to keep everyone well informed.

"We know that there is a history in the industry of candidates not knowing where they stand and having inconsistent communication with the search professionals," she said. "This is something we avoid. The better we are at communicating, the better the experience for all involved."

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