Right on Target

Corporate recruiter Jody Fox goes the distance to help her prestigious client list fill executive level positions



Jody Fox knows how to read people. With two decades in the recruiting business under her belt, she has used her skills to play "matchmaker" for executive positions in some of the most prestigious fashion houses, investment firms, technology companies, wealth management firms and family office operations in the city. She and her team at Advice maintain an impressive (but mostly confidential) roster of companies that rely on them with the complex, no nonsense task of filling "C level" positions—that's CFOs, COOs, CEOs and other managers as well as their support teams. So, as one might imagine, the stakes are certainly high. "I think the largest challenge is putting the puzzle together perfectly," Fox says of bringing the right candidates to the companies that use her services. "I have to make sure that all objectives have been met and everything runs without a hitch.

"My clients quickly learn that they can trust me as an advisor throughout the screening and hiring process," Fox continues. "They know they can rely on me. As an industry veteran, I have insights into the companies we work with that allow me to truly understand clients' needs."

Some of her long-standing clients include Brunello Cucinelli, Carolina Herrera, Loro Piana, Zac Posen, Tod's, Valentino and Versace. They, along with many more A-list companies and individuals, entrust Fox with vital tasks like identifying the best candidates to fill vacated executive positions or finding the most capable candidates as they globalize and need hires in new markets. "It's a who-you-know relationships business. I have repeated clients, because they know I can find the best candidate for the position at hand," Fox says.

And in a city where professional competition is second to none and there are countless candidates who seem to fit the bill on paper, that ability to find rare talent is exactly what makes Fox's skills and expertise so valuable to her clients. "The New York market demands not only excellence, but rapid results," Fox says. "I have to do things promptly—I mean people want it yesterday in this city. But with such prominent clients, looking to fill the most critical roles in their companies I have to also be precise and perfectly meet their needs." Her consistent track record for placements and long list of repeat clients who exclusively use Fox as a recruiter are a testament to that ability.

It is only fitting that Fox surrounds herself with the best talent in the industry—that is, after all, her strong suit. "We're a boutique firm that prides ourselves on professionalism, confidentiality and delivering results. We have an extremely strong team; we work well together, like a family," Fox says. "This profession keeps me on my toes. I am surrounded by sharp people whether its my team, clients or candidates. It's all about staying ahead of the curve in an ever-changing business." ✦

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