

Cornerstone International Group

Consultants to Boards & Senior Management
NEWS

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For Immediate Release:

Economic Optimism, for a Change

CORNERSTONE INTERNATIONAL GROUP OPENS MILAN OFFICE

A growing trend among Italian firms is for investments in evaluation and formation in human resources. So Cornerstone International Group, one of the most prestigious international organizations in Executive Search and Management Consulting for Human Resources opens its second office in Italy, in spite of the weak economy.

In the splendid surroundings of Milan's Cathedral, the new Italian office of Cornerstone International Group has just opened. This office complements over 100 Cornerstone offices strategically positioned in virtually every major business markets around the world.

After a successful opening of its offices in Rome last June, Cornerstone arrives in Milan with a new Managing Partner, Pier Antonio Tavallini, former leader of the Milan "headhunting" firm called Solvers. Since 2001, Solvers became recruiting market leader in Italy for the internet and television industries. "Our adventure," says Tavallini, "began in 2001 with the start of the Fox satellite channel in 2004, and continued with our serving the principal players in the sector of satellite television and the web."

With increasing frequency, employers have to face problems new and different from challenges of the past. In addition to inserting new resources into their organic structures, increasingly they need to revolutionize their corporate structure and/or to re-organize internal personnel. Thus today employers need not only recruiting, but above all, they need HR consulting, executive onboarding, and executive coaching—all services offered by Cornerstone.

Tavallini continues, "Our decision to unite with Cornerstone is based on the fact that it is one of the best protagonists in this field. The union to this international network will allow us to integrate our competencies synergistically. Furthermore, personally I had been aware for some time of the necessity to complement my services with global resources, in order to operate in new markets."

The team of experts in the Milan office of Cornerstone includes entirely the old squad of Solvers: all its components boast a proven experience in search and recruiting, not only in the sectors of the web and TV, but also ITC, Legal, Retail (start ups, shopping malls, galleries, and outlets), and Luxury (clothing, furniture, jewelry), with a certified optimal percent (7% higher than industry standards) of successful completions of assignments.

Giuseppe Campellone is Managing Partner and co-founder of Cornerstone Italy together with Gianni Perri. Campellone declares, "Our principal aim was to rapidly open an office in Milan. We succeeded before planned. We met with different players in the sector and in the end we chose to share this course of growth with Pier Antonio Tavallini, in virtue of the profitable perennial collaboration and of the great esteem we have nurtured for him ever since the 1990s."

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Above all, Solvers and Cornerstone share a professional attitude for every client firm. Confidentiality, courtesy, and velocity in bringing to successful completion, are the keys that distinguish the manner of managing relationships and constitute a guarantee of quality and of efficiency in the operations of both groups.

Gianni Perri affirms, "The union with Solvers allows us to expand our sphere of interests and our competencies, catapulting us in sectors in which we have not been traditionally. And it does not end here. In fact, with my two colleagues, Mr. Tavallini and Mr. Campellone, Managing Partners of Cornerstone Italy, we intend to expand our team as soon as possible, inserting new partners in both Rome and Milan."

Cornerstone International Group in Europe and in the World

The new office of Cornerstone Milan doubles the presence of the Group in Italy, where it has already been active in Rome since June 2009, and expands its presence in Europe, where its international network already operates in numerous countries such as France, Spain, the UK, Germany, the Netherlands, Denmark, Sweden, Norway, Switzerland, Romania, Serbia, Bulgaria, etc.

With its *headquarters* in Los Angeles, California, Cornerstone International Group boasts a total of **over 100 offices strategically positioned in 42 countries** throughout the world such as the United States of America, China, Japan, New Zealand, India, South Africa, Perù, Mexico, Argentina, Chile, Columbia, Australia, etc. In its client portfolio the names of large companies and multinationals stand out, among which are **Sony, IBM, Toyota, PepsiCo, Procter & Gamble, Philips, Nestlè, and many more.**

It is not by chance, in fact, that Cornerstone is found among the top 10 consulting organizations worldwide in this specific sector, according to ratings published in the *Wall Street Journal*. Its position has been earned following the philosophy of the Group, "The power of many, the focus of one", that has permitted Cornerstone International Group to constantly increase its business volume and its client portfolio, thanks to the maximum level of professionalism of its expert consultants, who aim always to surpass the expectations of its individual clients.

Professional Profiles

Pierantonio Tavallini, Managing Partner

With a Bachelor's degree in Economics and a Master in Marketing from LUISS in Torino, he has had a wide experience in business including (a) the French Group Dollfus & Noack in Muhlouse (Alsazia) as Business Manager for the Mediterranean Basin, Africa Francophon and countries of Eastern Europe (1978-83); (b) Morassutti Service as Managing Director (1983-87); (c) Andersen Consulting as Partner for "Project Trade" (1987-91); and (d) Trussardi as Director of Business and Marketing (1991-94). Consulting clients he has served include Timberland, Unicem, Fininvest, Ministry of Transportation, and many others. A headhunter since 1997, for 18 months he worked for Boyden in Milan, then as head of the executive search company "Solvers" until December 2009.

Giuseppe Campellone, Managing Partner

Giuseppe has a degree in Electrical Engineering (Nuclear) from University of Napoli. He has covered a variety of positions in top management including (a) Honeywell Italia as Managing Director and Vice President until 1999; (b) Seli as Managing Director until 1982; and (c) Montedison Sistemi as Marketing Director. Immediately prior to Cornerstone, he was with Boyden, where he served as a Managing Partner in the Rome office for 11 years. His specializations include High-Tech, Services, Logistics, Manufacturing, Utilities, plus Oil & Gas.

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Giovanni Perri, Managing Partner

With a degree in Psychology from University La Sapienza of Rome, his background includes roles of increasing responsibility in the disciplines of Recruiting and Development of Personnel for Alitalia. For Banca Fideuram, he was Manager of Human Resources; then in served as a Management Consultant for Athena. His immediate prior headhunting experience was with Boyden, for which he served as Managing Partner in the Rome office for 15 years. His specializations include Life Sciences & Healthcare, Consumer Products, Media & Entertainment, Transportation, Management Assessment, and Executive Coaching.

For more information:

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Structure of Cornerstone in Italy and Abroad

The Italian offices of Cornerstone are composed of two distinct units: **Cornerstone Roma** and **Cornerstone Institute**.

Cornerstone Roma provides Retained Executive Search and Selection services and in particular:

- Executive Search: search, selection, and evaluation of executives for top management positions.
- Temporary Management: search, selection, and evaluation of managers for top level positions that entail temporary duration such as project management.
- Board Search: search, selection, and evaluation for potential Board Members.
- Recruiting: search, selection and, evaluation of candidates for middle management positions.

Cornerstone Institute provides Organizational Development services, and in particular:

- Evaluation of leadership potential: estimation of potential development of middle and top management, including complete mapping.
- Orientation of competencies: support to companies that wish to compare levels of product and service quality internally and externally.
- HR Discipline Consulting: Formation of Human Resources in the company through "catalogue" and "tailor made" programs.
- Interventions of Organizational Development: analyses of roles, planning and construction of job system, consulting in change management, analyses of organizational climate and culture.

Cornerstone International Group in Europe and the world

The Italian offices of Cornerstone amplify the presence of the Group in Europe where the International Network already operates in numerous countries such as France, Spain, the United Kingdom, Germany, Holland, Denmark, Sweden, Norway, Switzerland, Romania, Serbia, Bulgaria, etc.; while globally the Group has strategically positioned offices in over 100 cities and 42 countries. including Argentina, Australia, Chile, China, Columbia, India, Japan, Korea, Mexico, New Zealand, Peru, South Africa, the USA, etc.

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