

## BUILDING ON RECORD YEAR, GLOBAL SAGE UNDERSCORES COMMITMENT TO BUILDING GLOBAL LEADERSHIP TEAM

**HONG KONG, Nov. 29, 2021** – Global Sage, a global retained executive search firm, has announced several strategic hires in Hong Kong, Japan, and Europe/USA, underscoring its commitment to continually invest in building its global leadership team.

“We are pleased to report that our group revenues in 2021 are up 25% from 2020, and up 14% compared to 2019,” said Louisa Wong, Global Sage Chairperson. “Our number of searches has also increased, and our average fee per assignment continues its steady upward trend, with China leading the way. Insurtech, fintech and start-ups have been key sectors driving the increase, and now account for 10% of the total number of searches handled by the firm.”

She added: “To further build on the momentum created by these positive developments, we’re excited to welcome a group of talented, well-respected leaders to Global Sage. These individuals demonstrate and further strengthen our commitment to all our clients around the world.”

The new additions include:

**Alastair Bruce, Managing Director, Global Financial Services Practice, Hong Kong.** Alastair has over twenty-five years' experience gained in the financial services sector as an equity trader and institutional sales with two respected blue-chip organisations in the U.K. and in the Far East, and more recently as a senior executive search consultant in the UK and Asia. He has carried out senior assignments for many of the leading investment, corporate and private banks and asset management organisations across the Asian region. He came to Asia in 1995 after completing an MBA from Cranfield School of Management and holds a Bachelor of Commerce Degree from Birmingham University in the UK.

"I am very excited to be joining the Global Sage family as a Managing Director and member of the Global Financial Services team," said Alastair. "Global Sage maintains a strong client focus along with a high-class collaborative team working across the world and it is a privilege to be a member."

**Itaru Kamiya, Director, Global Insurance Practice, Tokyo.** Itaru brings over 35 years of experience working in the insurance industry spanning domestic and international sales, marketing, risk management, compliance as well as management. As a member of Global Sage's growing Global Insurance Practice, he serves a cross section of clients including InsurTech. His wealth of experience and problem-solving skills, along with his client-centric approach, have been highly regarded by his industry peers. Before joining Global Sage, he was a member of the Management Steering Committee at Allianz Global Corporate & Specialty Japan.

To Itaru, the last couple of years have been a pivotal year that accelerated trends that would have otherwise taken decades to happen. With over 35 years of experience in the insurance industry, he says he is "excited to partner with Global Sage clients to discuss how the industry is transforming, and what can be done to stay ahead and make insurers future-ready."

**Xavier Alix, Managing Director, Europe.** With over 30 years of executive search experience, Xavier works out of Paris, New York, and Hong Kong and concentrates on C-level and Board Director positions for a wide range of clients, particularly in the Consumer, Industrial, Life Science, and Advanced Technology sectors. His clients are mostly large international companies, for which he conducts searches for positions in the USA, Europe, and Asia. He started his career in Executive Search in New York with Russell Reynolds Associates, eventually becoming a Managing Director in their Paris office. He then co-founded Odgers Berndtson, one of the leading Executive Search firms in Europe, and was Chairman of Berndtson, their European operations. Xavier holds a M.S. from Ecole Centrale and an M.B.A. from Harvard Business School.

Xavier is excited at the potential synergies he can help drive in his new role. "In search, we always say 'we go where our clients go,' so whether it's our European clients expanding overseas to Asia or North America, or overseas companies establishing a foothold in the diverse European markets, my mission is to help ensure that Global Sage can fully leverage our global resources so we can put our clients front and centre anywhere in the world."

### **About Global Sage**

Global Sage is an executive search firm with a focus on the global financial services industry. It also covers a range of expertise that spans industry, commerce and real estate. With a 23-year history, the firm operates from thirteen locations around the world, and prides itself on combining the best of a boutique, high-touch executive search practice with the global reach and research capabilities typically reserved for very large firms. Led by a small group of partners on three continents, its industry specialists focus on gathering local market intelligence that enables clients to hire optimally. The firm is consistently ranked as a global leader (ranked #1 or #2 by *The Sunday Times* and *AsiaMoney*).

### **For more information, please contact:**

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