

Bruce R. Raines
Chief Executive Officer
Raines International Inc.

Bruce R. Raines, Chief Executive Officer of Raines International Inc., has built one of the country's leading retained Executive Search firms and has been recognized as an industry pioneer. He founded Raines International in 1969 with a specific focus on Executive Search within the financial function, and has since evolved and expanded the Firm's areas of expertise, breadth, and scope.

Mr. Raines' personal assignments have included all areas of General Management, Finance, Strategy, Sales, Marketing, Investment Banking / M&A / Integration, and related functions. He has successfully recruited Chief Executive Officers and Chief Operating Officers, as well as other "C-Suite" executives and their direct reports. The Firm's clients are primarily global, publicly held organizations, major Financial Institutions and Private Equity firms, Not-For-Profits and a select group of smaller privately held companies.

As CEO, Mr. Raines serves as the Company's Practice Leader for all senior level General Management and Finance searches. He also conceived, developed, and leads the Company's dedicated Strategy & Corporate Development Practice, which specializes in identifying and recruiting the "Next Generation" of senior executives from Management Consulting firms and their alumni. Specifically, Line Management assignments have been broad-based among corporations and Service / Financial organizations, ranging from CEO and COO through Vice President. Finance related searches have been Chief Financial Officers and their direct reports. Management Consulting based assignments have been geared mostly to CEO / COO / Senior Management searches for developing companies, Chief Strategy Officers and their reports at major corporations, and Corporate Development / M&A professionals for Financial Services and Private Equity firms.

Mr. Raines holds a Bachelor of Science degree in Finance and Accounting from Syracuse University. He is the Firm's primary representative in the Association of Executive Search Consultants (AESC) and is personally affiliated with the International Association for Corporate & Professional Recruitment (IACPR). He was selected by the IACPR to serve as the Chairperson for the Association's Silver Anniversary Conference in 2003.

Mr. Raines has served as a trusted business advisor to both established and start-up companies throughout his career, and he has provided invaluable counsel to thousands of executives on their path to the C-Suite. He has written and lectured on a variety of Management and Executive Search topics within business and academia, and has been quoted in national publications and trade journals. Mr. Raines is currently writing a book on the Executive Search business, which he intends to publish as a guidebook for industry consultants.