



Grice Group

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Grice Group is focused exclusively on helping their client airport consulting firms and airports become more successful. They do this by finding the most talented people in the industry to come work for their clients. Grice Group's signature service, what most ACC members know Grice for, is as a recruiter, headhunter, or executive search consultant.

The firm also provides consulting expertise for firms that wish to expand their marketing in the airport business, and assists firms that are interested in growing through mergers and acquisitions. But the main thing people in airport management and airport consulting know Grice for is as a well-connected industry leader who knows how to reach people that would be a good fit to come join a new team.

If you are seeking outside help to grow your firm, it makes sense that you choose someone with the best industry relationships to find someone to come on board. Every one of Grice Group's clients goes about wooing prospective employees on their own: through project teaming, college outreach, internships, coming to conferences, or participating in groups like ACC, AAAE, or ACI. Sometimes, however, there are times when some outside assistance is needed due to various circumstances, and that's where Grice comes in.

Grice Group is a firm whose full-time mission is building industry relationships. As a result, the firm's recruiting efforts can be faster and more successful than a firm trying to recruit while at the same time trying to deliver quality airport planning, design, and construction. It's the fact that a search can be jump started with expert guidance that makes many organizations choose to work with Grice. Grice Group has

mastered a number of tools and technologies that are used on his clients behalf, all the while telling compelling stories of organizations' success that get the attention of prospective employees.

The success of Grice Group can be traced back to ACC roots, interestingly enough. Grice Whiteley, firm founder and Principal, worked for ACC from 1991 to 1999 as Director of Operations, and Grice did all the ACC database management, conference planning, web site & marketing, association finances, and member outreach. Grice left to begin a recruiting practice that was quickly successful in large part due to the huge set of relationships Grice had built with firm principals and airport industry representatives.

Grice has helped some of the best organizations find people they otherwise wouldn't have hired. If you are active in ACC, you know people with whom Grice Group has confidentially helped, at all ranges of size and prominence: small firms, medium and larger firms, even firms that don't have a background in airports and want to get their foot in the door. Grice has helped airports that need a director or a deputy. All of these types of organizations have hired people with Grice's assistance and from introductions Grice has arranged.

If your team is seeking to grow, Grice Group stands ready to provide assistance in whatever capacity you need. Please visit www.GriceGroupLLC.com for information, or call Grice Whiteley at 919-341-9899. ✈

Prepared by Grice Whiteley, Principal