



## KATE FLANNERY

Senior Consultant

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[VCARD](#) | [LINKEDIN](#)

Kate is an accomplished executive search and recruiting consultant with extensive experience across industries including insurance, IT, professional services, and technology. With a background in both client relationship management and technical recruiting, she brings a strategic and consultative approach to every search. She leverages over a decade of recruiting, sales, and business development experience to understand client needs, industry trends, and cultural nuances. Her deep knowledge of staffing and executive placement enables her to deliver candidates that align with both the role and the organization's goals.

Throughout her career, Kate has led high-impact recruiting initiatives, managed client portfolios, and built strategic growth plans for companies in a wide variety of sectors. Known for her responsiveness, transparency, and commitment to quality, she is a trusted partner to both clients and candidates.

## FUNCTION & SPECIALIZATION

- C-Suite level roles
- E-Commerce and retail
- Manufacturing and distribution
- Supply chain and logistics
- Health services
- Software and telecommunications
- Engineering
- Professional services
- Insurance
- Research and academia
- Investment banking
- Transportation
- Construction
- Marketing and advertising
- Sales
- Nonprofit
- Finance & accounting

## REPRESENTATIVE INDUSTRIES

- Technology
- Insurance
- Professional services
- Manufacturing
- Financial services
- Higher education
- Nonprofit
- Engineering
- Private equity
- State government

## EDUCATION, LICENSES & CERTIFICATIONS

- S.W., Clinical/Medical Social Work, Virginia Commonwealth University
- BA., Psychology, University of Virginia

## PROFESSIONAL ASSOCIATIONS & COMMUNITY ORGANIZATIONS

- Beacon Tree Foundation, Board Member
- Recognized as a multi-year President's Club Winner at Fahrenheit IT
- Active in Richmond-area recruiting and business development networks

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