

Brian K. Stevens
Director, TSG Research
Principal, The Stevens Group

Brian has over a decade of diversified original research business intelligence product development experience that is utilized by senior executives at major corporations as well as marketing consulting firms, Human Resource staffing professionals and search consulting firms for a number of applications, both strategic and tactical.

He has been employed as senior researcher by retained search firms and large research organizations and as an independent contract researcher-recruiter.

His expertise includes competitor intelligence for market mapping used by sales and marketing organizations to enable and enhance direct sales lead generation and marketing planning, organizational development by consultants and senior executives as well as for name identification of passive candidates within competitor targets for recruitment purposes.

Brian's business sector experience is diverse and includes industry spaces such as Energy, Financial Services and Consumer Banking, Investment Banking, Commercial Real Estate, Big 5 Accounting & Consulting, Consumer Products, Manufacturing, Pharmaceutical-Medical, e-Business Consulting, Semiconductor, Telecommunications, Hardware, Software, IT BPO, and many others.

Functional areas and levels of organizational intelligence work have ranged from senior executive management to technical expert. Projects have included full blown competitor organizational intelligence studies that span multiple companies, both domestic and international. Other research work is more "narrow and deep" targeted to define organizations and related staff in very specific functional areas and business sectors. All research work products are tailored to the unique business information needs defined by clients.

Brian directs custom original organizational and competitor intelligence business research provided by TSG Research to The Stevens Group to drive it's search and consulting services and, to other TSG Research clients who have needs for the highest quality, most comprehensive business intelligence information available.

Day-to-day, Brian manages a sophisticated organizational and competitor intelligence capability that includes a team of over 20 full time senior research professionals in the U.S. under one roof along with numerous research specialists who work in various major international markets including Europe, Latin America-Caribbean, and Far East-Austral Asia.