



We don't just
attract the best IT
candidates.

We hunt them down,
bring them in, and
close them.



PINPOINT ASIA

SPECIALIST IT RECRUITERS

Because an open IT position isn't closed until the best candidate is too.



Most recruiters find matches that look OK on the surface. Pinpoint digs deeper and works harder, to deliver candidates with exactly the right skills, personality, and goals.



The strategic value of recruitment is often overlooked. But our research-based approach means today's awesome hire is tomorrow's awesome corporate asset.

No matter what IT position you need to fill, Pinpoint Asia delivers the right person at the right time. And, unlike other recruiters, our services don't stop there.

Because, unlike other IT recruiters, we actively scout for talent all the time. So, rather than sifting through a pile of yesterday's resumés, we're connecting with IT professionals in all industries, every day, identifying superstars and future superstars. So when you call with a list of qualifications, we know exactly where to find perfect candidates. Including ones who didn't think they were in the market for a new job.

Also unlike other recruiters, we eat, breathe, and live IT. Because we're IT people ourselves, we have the technical expertise to screen out people claiming more skills than they have. And, because we know IT from the inside out, we can offer expert guidance in developing candidate requirements, job descriptions, and salary ranges that meet market realities while supporting your vision for growth.

“Your emphasis on finding the right candidate – quality over quantity – is our reason for a continuing relationship.”

– **Jen Lewis**
Head of HR
Liquidnet

“Your consultants make the extra effort to build a personal relationship with the candidate, and have deep insights into what employers are looking for. I have total confidence in the high ethical standards Pinpoint achieves throughout the hiring process.”

– **Joseph Lee**
COO, Asia Technology
Goldman Sachs

“The resumés that Pinpoint sends are more relevant than the others. They are the experts in finding the candidates with the right skillset that we require and are very responsive – basically they'll respond at any time, even after office hours.”

– **Kelly Chan**
Human Resources
Franklin Templeton Investments

Finally, we take the time to carefully match personalities and technical skills with positions and corporate cultures. The result: candidates who not only look terrific on paper, but who also perform great on the job and fit seamlessly into your team.

All of which is why Pinpoint can find, attract, and close the candidates best-suited to your needs. Which, in turn, is why 99% of our clients – including demanding companies such as Goldman Sachs, Morgan Stanley, and Barclays – have hired multiple candidates from us. They rely on us time and time again for IT professionals who fill needs as thoroughly as they exceed expectations.

Better IT candidates begin with a better IT recruiter. If you'd like to work with a recruiter who understands IT and the role it plays in your company's future, email Vince Natteri, our Managing Director, at hirebetter@pinpointasia.com or call us at +852-2375-5000.



PINPOINT ASIA

SPECIALIST IT RECRUITERS

www.pinpointasia.com

Call: +852 2375 5000

hirebetter@pinpointasia.com

“Pinpoint is one of the few organizations in its field with the drive, persistence, communication skills, and know-how to close the deal right and ensure that all parties involved come out as winners. They definitely have their finger on the pulse of the finance industry and its recruiting demands and trends. As for responsiveness, I'm convinced they never sleep.”

– **Rahim Nathoo**
Director
Equity Derivatives Technology
Standard Chartered

“Pinpoint understands the roles and local markets, so their advice is much more realistic and reliable. Their responsiveness is notably faster, and follow-up is seamless. If you're talking to Pinpoint, trust them.”

– **Jaewon Lee**
Senior Information Risk Manager
ING



Automated keyword searches turn up candidates. Human connections, research, and hard work turn up better candidates.



Dedication. Hard work. Mad technical skills. It's what you demand from your IT employees. Why demand anything less from your IT recruiter? Call Pinpoint today.

“I have used Pinpoint for the last 7-8 years because they are attentive to our requirements, they have a superior resource pool and screening process, and they have a consistently warm culture with no BS.”

– **Samson Chan**
Head of Equities Technology, APAC
Barclays

We work with better people. Like you.

We know you have a choice in selecting a recruiter to represent you. Here's why we believe you'll find us the better choice.

As Asia's leading specialist IT recruitment firm, we cover Hong Kong, Tokyo, Singapore, Shanghai, Beijing, Seoul, and Sydney. So, no matter where you need an IT specialist, we can help you.

We recruit technology professionals ranging from mid-level analysts to Managing Directors. So, no matter what role you're trying to fill, we can help you.

We work with start-ups. We work with small businesses. We work with Fortune 50 multi-national corporations. So, no matter your size, we can help you.

The fact is, if you need an IT specialist with the skills, personality, and career goals to take your company to the next level, we can help you.

Let's get to know you. Email Vince Natteri, our Managing Director, at hirebetter@pinpointasia.com, or call us at +852-2375-5000. And let us show you a better class of candidate. From a better class of recruiter.

Pinpoint has placed IT professionals in a wide range of world-class organizations, including:

INVESTMENT AND COMMERCIAL BANKS

Goldman Sachs
Morgan Stanley
JP Morgan
Barclays
UBS
ANZ
Macquarie
Crédit Agricole
Nomura
Bank of China International
Dah Sing Bank

INSURANCE

Manulife
Standard Life
AXA

ASSET MANAGEMENT / BUY-SIDE

Citadel
Franklin Templeton

OTHER FINANCIAL

Liquidnet
Dealogic
UL Link
Eze Castle Integration (ECI)
Options Tech
REDI
Eclipse Trading

LEGAL

Clifford Chance
Deacons

COMMERCE & INDUSTRY

Lane Crawford
MRM Worldwide



PINPOINT ASIA

SPECIALIST IT RECRUITERS

www.pinpointasia.com | +852 2375 5000