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## Headhunter by chance

**At the global recruitment firm that bears his name, Robert Walters says being open to new ideas and cultures is a key to success.**

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With more than 2,000 employees at 53 offices in 24 countries, Robert Walters is now one of the world's leading recruitment consultancies, and with expansion in Asia it is only going to get bigger and bigger over the next decades. However, when asked what it takes to become a global business services provider and how he ended up in the industry in the first place, the man whose name is on the door is disarmingly candid.

CEO Robert Walters says simply that he was "lucky", adding that "it all began by total chance".

"It was really an accident. I was a failed accountant and went stumbling into an agency called Michael Page," he told Asia Focus. "I joined them and spent a very happy eight years with the company, including the two years setting up the New York office. I resigned in 1984 and founded my own company in the following year."

