

## As economy sours, headhunters see boom

By Leah Rosner | Special to amNewYork  
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Catherine Palmiere is in the trenches with New Yorkers battling a sluggish economy.

She's a headhunter; a specialist in finding people jobs. She sees the carnage of the crisis everyday, as the unemployment figures tick upward like a body count and the casualties march through her office.

Palmiere is president of a Manhattan employment agency and staffing firm, Adam Personnel, which specializes in financial, accounting and office support positions. Her firm receives about 300 resumes a day, which is up from about 60 during better times, she said.

Palmiere advises jobseekers to "network, network, network."

"People like to help," she said. "If you reach out, you will get interviews and you will get offers."

ITaccel is another recruiting firm in the city that has seen a spike in jobseekers. There are still jobs to be had in the tech sector, according to Charlie Miller, president of ITaccel, which specializes in tech jobs. However, his company is handling 25 to 30 percent more resumes, he said.

"But a lot of [the resumes] are from people who are technologically outdated," he said.

One executive search firm in the city has not seen a flood of applicants from Wall Street, where many layoffs have been announced but have yet to translate to hoards of bankers and brokers looking for work, according to Mitch Feldman, president and managing director of A.E. Feldman.

"Usually, when the economy is in a negative pattern, jobs aren't affected until later on down the road," he said.

But if the time ever arrives to apply for benefits, break out the resume and hit the pavement in search of a job, Palmiere said to remember this: It is not your fault.

"When people are laid off, they're embarrassed. But it has nothing to do with them; it's the economy," she said.