



BUILDING AI LEADERSHIP IN PRIVATE EQUITY

EXECUTIVE PLACEMENTS FOR A GLOBAL INVESTMENT ADVISOR | CASE STUDY

A background image of a city skyline at dusk, featuring several prominent skyscrapers. The sky is a mix of blue and orange from the setting or rising sun. In the bottom right corner, there is a large, stylized red graphic of a circular arrow pointing clockwise, with a red plus sign in the center.

**CASE STUDY:
LEADING GLOBAL
INVESTMENT
ADVISORY**

OVERVIEW

When a leading global investment advisory firm needed visionary leaders to build its AI function from the ground up, they turned to Harnham to help make their first critical hires. With no existing AI team in place, the stakes were high.

The client needed experts who could design intelligent systems and engage with senior stakeholders to drive strategic impact. Harnham was chosen for its strong track record in placing senior AI and data professionals, particularly for first-time and niche hires in complex, regulated industries.

ABOUT THE CLIENT

A global investment advisor who manages over \$268 billion in assets across real estate, equity, and credit. With more than 770 professionals in 10 global offices, they provide strategic and operational support to one of the world's leading private equity firms.

THE CHALLENGE

The client was making their first strategic move into AI and needed senior-level hires with hands-on experience in AI/ML, LLM integration, and C-suite stakeholder engagement without an established roadmap or internal team to build from.

THE SOLUTION

Harnham moved quickly, launching a targeted headhunting strategy through its CRM, LinkedIn network, job boards, and referrals. The team shared a shortlist of top candidates within four working days and filled both roles in under four weeks.

THE BENEFITS

These hires have given the client a head start in embedding AI across their business and portfolio companies, driving smarter risk management, automation, and future innovation. It also paved the way for building a dedicated AI team, led by the talent Harnham placed



ONGOING PARTNERSHIP

What started as a brief for one role quickly became two placements. The second hire now reports to the first; evidence of how closely aligned Harnham was with the client's evolving needs. With the groundwork now in place, the partnership is set to grow as their AI ambitions expand.

KEY STATISTICS



GET IN TOUCH

**2425 E Camelback Road, Suite 150,
Phoenix Arizona 85016 United States**
phoenixinfo@harnham.com |
[+1 602 562 7011](tel:+16025627011)

**101 Greenwich St 4th Floor, New
York, NY 10006, United States**
newyorkinfo@harnham.com |
[+1 212-796-6070](tel:+12127966070)

PLACEMENT MADE

✓ Director of AI Engineering

- Executes the AI roadmap by building and deploying models, tools, and infrastructure.
- Translates strategy into technical deliverables and ensures delivery at scale.
- Solves complex engineering problems to enable real-time, scalable AI solutions.
- Owns model development lifecycles: data pipelines, training, testing, and monitoring.
- Ensures high-quality code, robust systems, and production-ready deployments.

📍 New York, NY

\$ \$400,000

✓ Director of AI Strategy

- Defines the vision for how AI supports business goals and creates value and oversees AI budget for AI initiatives, vendors, and partnerships.
- Sets the long-term direction and priorities for AI adoption and investment
- Evaluates market trends, emerging technologies, and regulatory landscapes.
- Aligns cross-functional stakeholders around a unified AI roadmap.

📍 New York, NY

\$ \$400,000

