



Daniel R. Smith
*Managing Director &
Chief Operating Officer*

O: 212.997.1100 ext. 305
dsmith@rainesinternational.com

Dan Smith is a member of Raines International's Private Equity, Strategy and Business Development, Sales and Marketing, and Operations Practices and leads the firm's internal hiring, project staffing, professional review processes, in-house research department, and marketing functions.

Since joining Raines International in 2005, Dan has worked with clients in 12 different industries on assignments across North America and Europe. He primarily serves clients in the technology, venture capital, consumer goods, and industrial manufacturing industries. He has recruited C-Suite leaders, General Managers, and functional heads for major corporations and leading private equity firms. Dan's recent placements include the Chief Marketing Officer and two Presidents for a \$15 billion consumer goods company; Operating Executives for a premier private equity firm; Head of Human Resources for a VC-backed startup; COO for a multibillion dollar retailer; Head of Engineering for a PE-owned enterprise software and IT services company; EVP of Sales, EVP & CTO, and SVP of Strategy for a multi-billion dollar technology company; EVP of Sales & Marketing for a multi-billion dollar consumer electronics company; VP of Global Sales for a Fortune 50 technology company; and Operations executives for several top 10 private equity firms.

Dan graduated from the College of Charleston in Charleston, South Carolina, with a Bachelor of Arts degree in Philosophy. He was a founding board member of New York Needs You, which has grown to become America Needs You, where he is on the Compensation and Expansion Committees. America Needs You is a national nonprofit organization that fights for economic mobility for ambitious, low-income college students by providing intensive career development, mentorship, and professional networks to enable students to realize their academic and career aspirations.

Raines International Inc.
99 Park Avenue, 6th Floor
New York, NY 10016

P: 212.997.1100
F: 212.997.0196

www.rainesinternational.com

About the Firm

Founded in 1969, Raines International Inc. is one of the country's preeminent retained executive search firms. With expertise in a range of industry sectors and functional areas, the firm's Specialty Practices include: Sales & Marketing, Finance, Operations, Strategy & Business Development, and Diversity. The firm's client base includes global, publicly-held organizations; major financial institutions and private equity firms; not-for-profits; and a select group of smaller, privately-held companies.

Raines International is a longstanding member of the Association of Executive Search Consultants (AESC) as well as the International Association for Corporate and Professional Recruitment (IACPR).