

# **ESGI Helps Thermo Fisher Scientific Find Key Business Development Director to Head Up Federal Practice**

## **For Immediate Release**

**Washington, D.C.** — Evan Scott Group International, a retained executive search firm specializing in senior-level searches for federal contractors, announced that it has helped Thermo Fisher Scientific Inc. hire Todd D. Pratt as Director of Business Development for the company's Security Products Division.

Pratt brings more than 15 years of experience in the areas of business development, teaming agreements, strategic alliances, channel development and management, and key account management. Most recently, he was director of business development for Integrated Technologies Inc., where he established a federal business development program. His experience spans federal, state and local government, the military services, education and healthcare.

Thermo Scientific provides analytical instruments, scientific equipment, services and software solutions for life science, drug discovery, and clinical, environmental and industrial laboratories. Its analytical instruments are used in a variety of manufacturing processes and in-the-field applications, including those associated with safety and homeland security.

“Mr. Pratt has demonstrated strong hands-on leadership in managing all aspect of business development management, such as hiring, training, sales strategy and, most importantly, growing sales and revenue,” said Evan Scott, president and founder of ESGI. “We are pleased to have assisted Thermo Scientific in finding such a highly qualified executive to fill this key position.”

## **About ESGI**

Established in 2000, Evan Scott Group International is a retained executive search firm helping clients recruit executive talent that understands the complexities of selling products and services to the federal government. ESGI clients, which include both large integrators and private and public technology firms, rely on ESGI to conduct comprehensive, confidential searches to help them secure the best available talent for senior-level openings. ESGI is located in Washington, D.C., and Philadelphia, Pa.

For more information, visit the ESGI Website at [www.evanscottgroup.com](http://www.evanscottgroup.com) or contact:

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