



Mary Elizabeth “Betsy” Kinlin

Senior Research Associate – Unbundled Services

Betsy Kinlin is Co-founder and Senior Research Associate for the Unbundled Search service at The Kinlin Company, a Global Executive Search Firm specializing in the recruitment of senior level executives within Asset and Wealth Management. Unbundled Search is an alternative cost effective option to full blown executive search. This service is geared predominantly to mid-level to senior professional roles within Asset & Wealth Management covering searches in Distribution, Sales, Marketing, Investments, and Human Resources. The Unbundled service offers clients Custom Research and Candidate Development, Scheduling, Follow-up and Feedback, as well as Reference Checking at an hourly or fixed fee rate. Face-to-face interviews are conducted by the client only.

Previous to The Kinlin Company, Betsy was a Research Manager at Fidelity Investments in the area of Asset Management. Her responsibilities included pre-engagement research, meeting participation, lead generation and assignment intelligence. Betsy was additionally responsible for mining multiple sources of data utilizing leading technology and techniques to create a candidate pipeline and generate leads. In addition, Betsy was responsible for building and maintaining a proprietary database. Searches included mid-level assignments in sales, marketing, product management and investment management.

Betsy started her recruiting career as a Staffing Consultant for the Beacon Hill Staffing Group. Within the first year of employment, Betsy became the top recruiter within the Temporary Administrative Division. She was responsible for all phases of the recruitment and selection process for temporary administrative positions. Betsy phone screened and interviewed all prospective applicants, while developing and maintaining relationships with suitable prospects. Betsy provided guidance and direction to candidates to ensure best possible fit and was responsible for several "temp to perm" conversions over course of employment.

Betsy obtained her MBA with a concentration in Entrepreneurship from Suffolk University's Sawyer Business School in May, 2012. She received a Bachelor of Science in Professional Studies, with a concentration in Business from Champlain College, Burlington, Vermont. Betsy is a supporter of many educational and charitable organizations, including: Cystic Fibrosis Foundation, Nativity Preparatory School, Suffolk University, Boys and Girls Club of America, and National Alliance on Mental Illness.



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