



Janis Reid

Senior Executive Search Consultant

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Understanding the real needs of clients while assisting candidates in furthering their careers is a cornerstone of a successful career in recruiting. Janis Reid intently listens to both parties to ensure she guides them to positive decisions that change their lives and businesses for the better.

Janis began her career in sales where she built relationships with HR professionals across the country and introduced them to engagement software that helped them facilitate valuable connections with candidates, customers, students and alumni. Throughout her career, she has exceeded goals and expectations to deliver unparalleled service to her customers while working with her team to ensure continued success. Wanting to work more with the human aspect of sales, she transitioned to recruiting in 2016 and joined the Lucas Group team.

In her role, Janis sources leading HR professionals for a wide range of employers and positions throughout the Washington, DC metro area. She enjoys building relationships with talented individuals and opening doors to dynamic career opportunities for her candidates. A meticulous planner, Janis stays focused to execute on her plan, which ensures she makes strategic, mutually-beneficial matches for her clients and candidates. Transparent and agile, she consistently maintains open lines of communication and is always ready to shift to a Plan B in any circumstance.

A graduate of Longwood University with a B.S. in Business Administration with a concentration in Marketing, Janis remains involved with her sorority Alpha Kappa Alpha. She is also a volunteer with Year Up and enjoys trying new restaurants in D.C. as well as outdoor activities including stand up paddleboarding.