



## Karen Lustman

### Senior Executive Search Consultant

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“To give real service, you must add something which cannot be bought or measured by money, and that is sincerity and integrity” – Douglas Adams

By basing her career on this quote, Karen Lustman has delivered quality personnel who are the best matches for companies in an enriching career spanning more than two decades. Extremely dedicated to and passionate about her career in recruiting, Karen has made herself a “must know” in the industry.

Karen joined Lucas Group in 2017 with 25 years of experience in the staffing industry. As an Executive Search Consultant in the Sales & Marketing practice group, she uses her extensive experience and knowledge to expertly match high caliber talent with leading employers throughout Southern California. Working with mid-tier to Fortune 500 corporations, Karen finds the transcendent Sales & Marketing professionals they need to succeed as organizations. Her natural curiosity ensures she asks the right questions and gets to know her clients and candidates on a deeper level, allowing her to make strategic matches that benefit all parties.

Unlike many recruiters, Karen did not stumble into the industry. Rather, it was in the 1980s when she sought out a sales career that she felt would be a good environment for her. She discovered recruiting, and staffing was an industry in which women could be very successful while helping other people reach their own personal goals. This was the perfect job for her. Since then, she has consistently worked her way through the industry and has been an award-winning recruiter, sales professional and manager year over year. Throughout Karen’s impressive career, she has consistently exceeded goals and expectations, earning President’s Club and sales awards numerous times. Her experience working with big brands and prominent clients has allowed her to build a robust network that she is able to tap into in her role at Lucas Group.

Karen spends her free time doing creative things such as knitting, painting, gardening and acting. She is married to a writer and musician and has three daughters and a grandson who keep her very busy. Karen resides in San Clemente, CA.