

Picture  
Coming  
Soon

## Kate Naylor Managing Partner

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A truly successful recruiter tries to impact clients' and candidates' lives in a positive way, even if finding a solution to their hiring or career needs is not possible. Realizing this, Kate Naylor strives to develop long-term relationships with both parties to ensure she makes the right recommendation for the right position at the right time—yielding a track record of successful placements.

Kate began her career in restaurant management, where she was responsible for hiring and training. During this time, she recognized a gap that contributed to excessive turnover, decreased sales and dissatisfied customer experiences. By revamping the hiring process and creating an onboarding training program, Kate was able to more effectively vet candidates and hire individuals who could contribute to the restaurant's revenue and growth. Her experience in the restaurant industry ignited her love of human resources and staffing which led to Kate's transition to human capital consulting and later recruiting.

Kate came to Lucas Group in 2017 and was quickly promoted to Branch Practice Manager. In her role, she manages a growing team of HR recruiters while also running a full desk. With a focus on the Southeast U.S., Kate and her team source high-level HR talent for a wide range of employers ranging from mid-size businesses to Fortune 500 corporations. Open and honest with both her clients and candidates, Kate focuses on always providing strategic career advice and guidance. Her tenacity and commitment to overcoming objectives ensure she uncovers the true desires of all parties and helps them to achieve their business and career goals.

Passionate about animal rescue organizations, Kate is involved with Atlanta Pit Bull Parents as well as supports various rescue organizations by fostering dogs from time to time. She holds a Bachelor of Business Administration with a concentration in Marketing from Roosevelt University.