

Strategic Staffing Partnership Drives Long-Term Success for Growing IT Services Firm



CLIENT

IT Services Firm



INDUSTRY

Technology



OUR ROLE

Interim/Temporary Solutions

Initial Engagement: Addressing Immediate Needs

In late 2023, a trusted referral introduced Cordia Resources by Cherry Bekaert (the Firm) to a private equity-backed managed services provider (the Company). The Company, experiencing rapid growth through acquisitions across the U.S., was seeking additional financial capacity to handle general ledger reconciliation, journal entries and related duties.

Recognizing the need for a reliable and experienced consultant, Client Relationship Director Bryant Covelli placed a long-time consultant with a proven track record of success. While the project began with some initial challenges, the consultant quickly gained momentum and delivered high-quality results on time. The engagement was so successful that the Company extended her assignment and recommended the Firm to other divisions within the organization.

Expanding the Partnership

Following the initial project, our consultant's reputation for delivering strong results led to additional opportunities within the Company:

- ▶ **Collections support:** After a referral to a divisional controller in St. Louis, MO, the Firm placed another consultant to assist with collections work following an acquisition. The consultant successfully brought the division up to speed on outstanding invoices within four and a half months.
- ▶ **HR compliance and support:** Also impressed by the Firm's performance, the Company engaged the team to support human resources (HR) compliance efforts and meet capacity needs.
- ▶ **Sales team assistance:** The Firm provided a candidate to assist the Company's sales team with data entry and Excel work.

Scaling Up: Recruiting for IT Expansion

In early 2024, the Company's growth accelerated, prompting the director of HR to reach out for assistance with recruiting information technology (IT) talent. The Recruiting & Staffing Services team quickly mobilized to address the Company's hiring needs for 22 IT roles across their West Coast offices in California. Within 72 hours, the Firm had submitted nine candidates, with seven moving to the interview stage and one successfully placed.

This success led to an additional three roles, including positions in Philadelphia and Kansas City. The Company continued to engage the Firm for further staffing needs, including collections associates, tech support and systems administrator roles for other clients within their portfolio.

Ongoing Success and Deepening Trust

As the Company's trusted staffing partner, Cordia Resources by Cherry Bekaert has continued to work on multiple open positions into 2025. Our team's ability to meet the evolving needs of a growing, private equity-backed company highlights its strength in building long-term client relationships. Starting with a single contract role, our deep understanding of the Company's needs and commitment to excellence have led to a multifaceted partnership that continues to drive success.

Contact us today

Learn how Cordia Resources by Cherry Bekaert can provide the strategic talent solutions your business needs to thrive.

Our Recruiting & Staffing Services provide a comprehensive suite of services, including:

- ▶ Temporary/Interim Staffing Solutions
- ▶ Permanent Hire Search & Recruiting
- ▶ Retained Executive Search
- ▶ Management Consulting Services

About Cordia Resources by Cherry Bekaert

Cordia Resources is a leading executive search, recruiting, and temporary staffing agency. We specialize in placing accounting, finance, human resources, information technology, contract administration, pricing, and operational support professionals throughout the Washington, DC area and nationwide. Our tailored solutions support business growth in the commercial and not-for-profit markets, including government contracting, technology, professional services, hospitality, real estate, and more.

About Cherry Bekaert

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