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Panel Facilitated by Sue Jagan
Executive recruiter with MeeDerby and 10+ years of staffing industry experience with a passion for direct hire.



Laura Fuller—chief game changer, Great Recruiters. Laura started her career on the direct hire desk and now focuses on the importance of personal branding.



Nick Schichtle—direct hire guru who started on a perm desk and has since launched and scaled direct hire practices for some of the largest and fastest-growing firms in the industry (Kelly Services, Adecco, Roth Staffing).



RyAnn Vassallo—senior staffing consultant with a passion for the staffing industry with over 25 years managing a direct hire desk and temporary clerical professional services placements. Strong knowledge of both temporary and direct hire placements.



Kim Whiteley—senior vice president with MeeDerby focused on search for the staffing industry and evangelist for the riches are in the niches for direct hire.



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Industry Stats

- SIA estimated the direct hire market to be roughly \$14.9 billion in revenue in 2022
- 34 of the country's largest firms did at least \$25M in direct hire revenue—equaling about 24% market share
- 11 newcomers made it to SIA's list of largest direct hire firms
- There are more than 10,000 direct hire firms in the U.S.



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Discussion Topics for Today's Panel

- Focus: specialists vs. generalists
- Considerations: when launching or scaling a direct hire practice or recruiter desk
- Roadblocks: what to look for and avoid
- Branding: personal and company



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Questions

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