

CFS Bethesda: Raising the Bar & Driving Office Growth



August 2022



Achieving Success in the Current Market

The past three years have had an unimaginable impact on our economy; CFS persevered through these ever-changing circumstances and is now experiencing a hiring frenzy/talent shortage like no other. Demands and expectations from clients are just as high as they've always been, maybe even more so, yet qualified candidates are few and far between. Our team hasn't let that hinder our success though.

Stacey Garner, Senior Managing Director in our Bethesda office, attributes her teams success to being completely transparent with clients and setting realistic expectations of the current market. Since Covid-19, Garner sets longer and more in-depth introductory meetings with her clients, allowing her to discuss hiring needs extensively and to explain what is achievable during this economic climate.

Meredith Woods, Senior Managing Director of Staffing in our Bethesda office, is always included in the introductory meetings with Garner and clients. Having both Woods and Garner on these intro meetings allows clients to hear from both sides of our business, which is extremely impactful. While Garner can explain immediate market trends and illustrate the competition for sought-after candidates, Woods can immediately assess her candidate pool for anyone that might fit our client's needs. CFS personally interviews all candidates before considering placement. Even if a candidate doesn't meet every requirement (certifications or industry experience), Woods can still present them if she feels that they would truly succeed in the position.

Before ending any meeting with a client, it is crucial to our Bethesda team that they have a plan in place – next steps should be clear. All parties benefit from keeping the hiring process as clear and concise as possible. This means constant communication is a must: when sourcing candidates, before/after interviews, and after a placement is made.

If you're in the DC Metro area and need help sourcing Accounting, Finance, or Technology talent, [contact our team today!](#)

Quotes from CFS:

"I've been at CFS for over 19 years and I have never seen a market as crazy as this one's been since the beginning of 2020...The most rewarding element of my job is helping our clients fill their staffing needs while working with them through the challenges that this tight labor market holds."

– Stacey Garner, Senior Managing Director

"The current job market is unlike anything I have previously seen in my 10 years with CFS. I am grateful for the deepened candidate relationships that have developed as result of the changes in the job market since 2020. Our candidates, who continuously prioritize the needs of our clients, make me extremely proud to work for CFS."

– Meredith Woods, Senior Managing Director of Staffing