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**NEW JERSEY**  
**WOMEN BUSINESS LEADERS**

## Beyond the Resume

*Jersey Staffing Matches Qualifications and Core Values for Every Placement*



Jersey Staffing CEO Kristi Telschow was selected by New Jersey Monthly as a finalist among the list of 2012 Leading Women Entrepreneurs & Business Owners.

*Timing is everything.* As unemployment soared in 2010, most people living and working in Morris County, N.J., wouldn't have thought the timing was good to open a staffing firm in Mt. Arlington. But Kristi Telschow's experience in the field assured her a "quality over quantity" approach would prove invaluable to employers during the economic crisis and the years ahead. "Employers don't have the time or resources to wade through

large numbers of resumes of marginal applicants that land on their desks," reasoned Telschow. "Rather than focusing on numbers of referrals, Jersey Staffing would emphasize quality of referrals."

Armed with experience gained while working with large domestic and international placement agencies in the Tri-State area, Telschow struck out on her own. She founded Jersey Staffing, offering temporary, temporary-to-permanent, contract, and direct placement of staff in senior management, IT, administrative and clerical, human resources, sales, and light industrial fields. The certified woman-owned business posted a 335 percent growth rate in year two. Now in year three, Jersey Staffing continues this phenomenal growth rate while maintaining 98 percent of its customers. In 2012, Telschow's leadership in the industry contributed to her being named to the board of directors of the New Jersey Staffing Alliance.

### ASSOCIATIONS

#### Certified:

- Women Business Enterprise (WBENC)

#### Member:

- Society for Human Resource Management (SHRM), Morris County Chapter
- New Jersey Staffing Alliance (NJSA)
- American Staffing Association (ASA)
- New Jersey Association of Women Business Owners (NJAWBO)

Jersey Staffing is poised to capture additional market share with the expansion of its already extraordinary IT services with Jersey IT Solutions. Applying the company's consultative approach to the technology sector, it

is increasing Microsoft Solution services and IT consulting services, as well as adding new partners every day. It is actively building up a pipeline of certified professionals who can augment IT staffs quickly, add missing skills, and bring better efficiency and effectiveness to a project.

Jersey Staffing's success is built on extreme attention to detail and professionalism. "We send fewer resumes for our customers' consideration than other recruiting firms might, but our candidates are more qualified and have been assessed to be a culture fit with the employer's organizational values. We know, because we've already talked to the managers and candidates face-to-face," explains Telschow. "Personal consultation, staying abreast of changes in our industry, and obtaining the highest professional designations like Certified Staffing Professional® and Technical Services Certified® take a lot of time, but result in more successful placements, greater efficiency and cost savings for those we serve."



Jersey Staffing's professional team is committed to the companies, candidates and community it serves. Members of the team are active volunteers in organizations such as Junior Achievement and Toys for Tots. Team members, standing (left to right): Louis D'Angeli, Curtis McNeally, Sean McSkimming; seated: Karen Bieger, Kristi Telschow, Megan Ondish.



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