

From the The Business Journal**:<http://www.bizjournals.com/triad/print-edition/2012/09/28/triads-fast-50-2012---no-20-graham.html>**

Triad's Fast 50 2012 — No. 20: Graham Personnel Services Inc.

Premium content from The Business Journal

Date: Friday, September 28, 2012, 6:00am EDT

Description: Staffing and recruiting firm that provides temporary, contract and direct-hire workers

Founded: 2008

Top executive: Gary Graham Jr., president

Address: 2100-J W. Cornwallis Drive, Greensboro 27408

Phone: (336) 288-9330

Website: www.grahamjobs.com

Twitter: @GrahamPersonnel

Facebook: www.facebook.com/grahamjobs

2011 revenues: \$9.4 million

No. of Triad employees: 23

Locations in Triad: One (Greensboro)

Primary reasons your company grew between 2009 and 2011? Our people care about what they do and they come to work with a purpose. We also have loyal customers who refer us to other potential clients and our sales force works hard to reach new clients.

What actions did you take to capitalize on those factors: Because the economy was slower, we focused on always meeting the customer's needs. All internal employees bought into the fact that each customer, no matter large or small, was a top priority.

What factors outside of your control helped you grow? The use of contingent labor is fast becoming the modus operandi of many companies and is a trend that will continue.

Share some examples of your growth. Have you:

Added employees? In 2009, we had seven internal employees managing 750 temporary associates. Now we have 23 internal employees managing more than 2,200 temporary associates.

Added products or services? Due to client demand we started an IT niche that grew faster than anticipated.

Do you anticipate acquisitions, product launches or geographic expansions in the next two years? We most likely will move into the engineering/technical and legal niches as our clients begin to request us to do hiring for them in these industries.

How are changes in technology impacting your business? Social media has had a huge positive impact on our business, specifically in our ability to source top talent. Mobile devices have enabled us to search resumes and present candidates in real time to our clients, giving them the ability to collaborate on strategic hiring projects.

Fun fact about your company: It is not uncommon to see one of our furry friends in the office and we have two official Dog and Cat Days, as we are equal-opportunity furry friend lovers. You also get your birthday off and a huge Happy Birthday serenade by Will and Gary Graham, plus cupcakes.