

» CHICAGO INDUSTRY LEADERS

Setting High Standards in Staffing

In the highly competitive world of staffing, this company keeps its cool—and produces best-in-class results.

The current IT unemployment rate is at a record low, according to Mary Davenport, CEO and president of TransTech IT Staffing. That's great news for talented IT consultants, but it presents a challenging climate for companies looking to hire the best and brightest for their growing initiatives.

It's a challenge TransTech knows well and is fully prepared to meet.

"It's a hot market right now," says Davenport, who has owned the 25-year-old company since 2002. "The most

talented workers are already working, so our job is to find and entice the passive workers, those who aren't looking for jobs. We do the due diligence to find the people every company wants."

Standing Apart from Competition

TransTech believes staffing is more than just filling a seat—it's about fulfilling a purpose. As part of its "high-touch" approach, the company prioritizes relationship-building on both the vendor and the client end. This is accomplished in

various ways, such as gaining an in-depth understanding of a company's staffing needs, conducting thorough consultant screenings, and initiating regular follow-ups once a placement has been made.

"Successfully filling an IT position isn't just about a technical fit. It also has to be a culture fit," says Davenport. "Our client relationships are true partnerships. We function as an extension of their IT and HR departments."

This approach has been producing a loyal and satisfied client base of world-renowned companies for well over a decade, some that have been with the company since Davenport took ownership.

"Clients know they can trust us to provide quality consultants, even in a tight time frame," says Davenport. "We never resort to underhanded tactics, like poaching candidates from one client to give to another. Our motto is, *No one deal is worth jeopardizing our clients' trust.*"

Members of the team at the 2015 Chicago's 101 Best and Brightest Companies to Work For® event, where TransTech was named the 2015 Elite Winner for Diversity and Inclusion.

Pictured (l to r): Armita Ayrempour, marketing manager; Mary Davenport, CEO; Pat Cassidy, WBBM-AM News Radio; John Rabito, VP of Sales; Ria Matta, HR and diversity manager



Expanding Services

Though TransTech enjoys a respected reputation for its IT track record, the company has also emerged as a trusted leader in professional services staffing. The firm has been successful using both Vendor Management System (VMS) models and models that directly connect hiring managers to candidates.

Due to the quality of placements, projects frequently extend from two- or three-month placements into multi-month or full-time placements.

"Our goal," concludes Davenport, "is to help clients make the best hiring decisions for their needs."



TransTech®
IT STAFFING

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