

Ten Companies To Watch

KBW Financial Staffing & Recruiting (2008)



Gary Wing, Paul Becker and Jason Kroll

Three-Year Avg. Growth Rate: 419.8%
Principals: Jason Kroll, Paul Becker, Gary Wing
Headquarters: Bedford
Founded: 2005
Number of Employees: 15
Web Site: www.kbwfinancial.com
Product/Service: Permanent and temporary staffing firm for accounting and finance professionals

As companies search for ways to control costs, staffing firms are becoming strategic partners. Just ask the founders of KBW Financial Staffing & Recruiting in Bedford, this year's top company on the 10 to Watch list with a three-year average growth rate of 419.8 percent.

Three years ago, Jason Kroll, Paul Becker and Gary Wing left the large staffing firm they worked for to create a company that provided more personalized customer service to clients in the accounting and finance fields. They have only looked forward since, establishing two sister companies in 2007 and 2008. "The staffing industry, accounting and finance in particular, is still a hot industry," Becker says. The trio pride themselves on providing employers with a quality selection of handpicked applicants. "If we can't fill a job successfully, we would rather not fill a job than fill it with the wrong person," Becker says.

The firm interviews 30 to 40 potential candidates a week and has more than 8,000 candidates in its database, Kroll says. KBW Financial works primarily with companies in Southern NH and Northern Massachusetts. In the next 18 months, the firm hopes to open offices in Portsmouth and Northern Massachusetts. "The only thing slowing our growth is working from one office," Wing says.

In January, KBW opened a four-person office in Woburn, Mass. and wants to open an office in Portsmouth, though plans for that office may be put off another year. "We plan on growing these two offices until we're ready to open the Portsmouth office," Kroll says.

KBW Financial Staffing & Recruiting (2009)



Gary Wing, Paul Becker and Jason Kroll

Three-year Avg. Growth Rate: 36.8%
Principal: Paul Becker, CPA
Headquarters: Bedford
Founded: 2005
Number of Employees: 15
Web Site: www.kbwfinancial.com
Product/Service: Permanent and temporary staffing firm for accounting and finance professionals

This financial and accountant staffing firm is making the most of its niche in the market, which is finding money people for businesses that can't live without their bean counters.

Between 2007 and 2008, the agency saw temporary placements go up 30 percent and permanent placements grow by 16 percent, says Gary Wing, a principal of the company. Adds Jason Kroll, another principal, "We are flat right now relative to 2008. We haven't given up on growing, but we understand flat is okay." Paul Becker, CPA and a principal, sums it up, "We had a great year last year and to duplicate that is good."

It's certainly good enough to make our list of the 10 Companies to Watch for a second consecutive year as well as the 2009 *Inc.* 500 list. KBW Financial Staffing and Recruiting in Bedford is one of three staffing firms launched by the same group of young entrepreneurs, along with Alexander Technology Group (IT recruiting) and the Nagler Group (administrative and HR recruiting). This year, however, KBW has focused on client retention, Kroll says, making sure clients are aware of the full spectrum of services the company offers. And the firm has seen increased demand for compliance-driven positions among its clients. "A lot of companies need cash and called us for debt collection and accounts receivables (positions)," Wing says.

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