

Professional–Managerial

FAQs

for Staffing Clients

DID YOU KNOW?

Partnering with a staffing firm can be a powerful business strategy for a company.



What types of positions can my company fill using a staffing firm?

ACCOUNTANTS

LAWYERS

TEACHERS

GRAPHIC ARTISTS

COPYWRITERS

MARKETING SPECIALISTS

SALES REPRESENTATIVES

PROJECT MANAGERS

AUDITORS

TAX PROFESSIONALS

C-LEVEL EXECUTIVES

THEY FOCUS ON OCCUPATIONS THAT REQUIRE HIGHER SKILL OR EDUCATION LEVELS.



Why do companies turn to professional–managerial staffing as a workforce solution?

Organizations seek the services of professional–managerial staffing firms for workforce flexibility to keep fully staffed during busy times. Temporary and contract employees can effectively address seasonal labor fluctuations and staff vacancies, assist with project-based work, and more. Staffing firms can even assemble entire teams of professionals to serve as temporary departments, if and when needed.

Whether it is a temporary job lasting a few months or several years—or a permanent job placement—staffing companies allow businesses to adjust their workforces to meet their changing needs.

You can find a professional–managerial staffing firm that specializes in very specific skillsets or niche markets. And, because these staffing firms are experts at recruiting, they can save you time by quickly finding ideal candidates based on their deep knowledge of specific market segments and unique talent needs.



What types of businesses use professional–managerial staffing services?

ORGANIZATIONS OF ALL SIZES—ACADEMIC INSTITUTIONS, GOVERNMENT AGENCIES, NONPROFITS, PROFESSIONAL TRADE ASSOCIATIONS, AND PRIVATELY AND PUBLICLY HELD BUSINESSES—USE PROFESSIONAL–MANAGERIAL STAFFING SERVICES TO OBTAIN THE FLEXIBILITY THEY NEED TO KEEP FULLY STAFFED DURING BUSY TIMES AND TO COMPLETE PROJECT-BASED WORK AND STRATEGICALLY GROW THEIR OPERATIONS.

“Thank you for such a fast response on the copywriter’s position today. You made me look like a hero to my boss.”

—Staffing Client

Q Why would a company choose to partner with a professional–managerial staffing firm? What are the benefits of working with a staffing firm?

Staffing companies are experts at recruiting. They have the expertise to find the best candidates for client needs and afford companies the flexibility to address skills shortages or fluctuating demand. Staffing firms also handle unemployment insurance, workers’ compensation, and tax issues for their temporary and contract employees.

Partnering with a staffing firm can be a powerful business strategy for a company. Businesses can “audition” candidates to ensure they are perfect fits for positions. Working with a staffing firm saves your team time and resources during the recruitment and onboarding process.

Staffing firms serve as business partners with their clients and provide pertinent industry information and updates—particularly related to employment law—as the economic, legal, and regulatory landscape continues to evolve.

Q What is the range of services that professional–managerial staffing firms provide?

The types of positions that professional–managerial staffing firms fill are exceedingly varied, and range from temporary staffing, to longer-term contracts, to temporary-to-hire, and direct-hire placements

Q What responsibility does a staffing firm have for the employee placed on site?

Day-to-day oversight of the employee varies for each specific staffing firm and negotiated arrangement, but is generally provided by the client’s on-site supervisor. Other responsibilities are managed by the staffing firm, including, but not limited to, payroll, and insurance and other benefits—alleviating human resource-related paperwork challenges, allowing the client to focus on its core business.

Q Is it possible for me to hire one of the temporary or contract employees provided?

Yes, staffing firms allow clients to hire a temporary or contract employee as a permanent member of their teams. This process varies by staffing firm, but a placement fee may be negotiated with the staffing firm to complete the hiring process.

To view a comprehensive listing of FAQs about professional–managerial staffing, visit americanstaffing.net/workforce-solutions-for-staffing-clients.

ASA members pledge to adhere to a code of ethics and best practices—most of which deal with employee and employer relations. Moreover, because ASA promotes legal, ethical, and professional practices for the staffing industry, its members are kept abreast of the latest developments in labor and employment laws and human resource best practices. One of the principal missions of ASA is to encourage high standards of ethical conduct in dealings with employees, clients, and competitors.