

# The Cydio Group

The Cydio Group is a perfect example of an entrepreneurial company founded on experience. Founders Curt Sterling and Kimberly Sitz are both former Information Technology (IT) hiring managers who saw a need for a staffing agency with the technical expertise to deliver qualified candidates. Sterling and Sitz, both Microsoft Certified Professionals, believed they could do a better job of providing IT staffing services for both candidates and companies needing IT personnel.

"We did so much hiring in our IT managing years, we thought if we could offer the technical expertise we had developed, both employers and clients would benefit and enjoy working with us," says Sterling.

With clients such as Qualcomm, First American Group and the UPS Store's corporate office, The Cydio Group is on track this year to top \$2 million in sales since opening in 2006. The Cydio Group hires encompass a wide range of IT professionals, from database and software developers to executive-level hires such as directors of IT.

"We find demand for IT professionals remains strong across the San Diego region," says Sitz. "San Diego is a magnet for IT talent, and that helps keep our business growing."

Both Sitz and Sterling have more than a decade of hands-on experience in the IT arena. With a well-rounded background in IT, Sitz has served in various database-related roles in industries including real estate, property management, education and healthcare. She is also a Microsoft Certified Database Administrator.

Sterling started his career as a programmer and progressed to software development manager. He's a Microsoft Certified Solutions Developer and Database Administrator, as well as an Oracle Certified Professional.

This expertise ensures candidates and firms with staffing needs that The Cydio Group has what it takes to make highly intelligent choices in IT staffing.

In its short time in business, The Cydio Group has already been a finalist in the San Diego Chamber of Commerce Award for Emerging Small Business of the Year, and has been ranked on the *San Diego Business Journal's* list of Top Permanent and Temporary Placement services. The Cydio Group is also a member of the American Staffing Association.

But the greatest satisfaction for Sterling and Sitz are the relationships they have been able to build with satisfied clients.

"Because of our backgrounds, we can have a conversation with people that goes beyond what's on a candidate's resume," says Sterling. "Sometimes I'll hear a candidate say, 'I've never talked to an IT recruiter who has the knowledge you do.' It's rewarding to receive that kind of feedback."



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