

ATLANTA'S TOP 50
FASTEST-GROWING
PRIVATE COMPANIES

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Hire Dynamics

Dan E. Campbell and Jonathan S. Neff talked about starting their own business when they were roommates

at Millsaps College in Mississippi. They kept in touch throughout the '90s as Campbell worked for PricewaterhouseCoopers LLP and national employment agencies and Neff worked in auditing for KPMG LLP.

They jumped at the chance in 2000 to buy assets of the Source One employment agency, taking over offices in Suwanee and Reno, Nevada. In two years and now under the name Hire Dynamics LLC, they grew revenue 191 percent, ending 2002 with revenue of \$8 million.

They've also added employees, growing from five to 23, added an office in Lithia Springs and opened a new division—Hire Dynamics Rx—that focuses exclusively on placing pharmacists.

Campbell said even though the economy was soft when he and Neff went out on their own, it was a good time to recruit and hire talented people, borrow money at low rates and find great terms on office space.

Hire Dynamics does the bulk of its placements in the light industrial sector and call centers. Both industries are growing in metro Atlanta and Reno. Hire Dynamics is expanding its call center business by offering simulated call centers to help test candidates for hire and seminars for call center executives. The founders are pushing for \$12 million in revenue this year.