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Business Futures



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Introducing the Center for Business Analytics

Dean Pierre Balthazard and
author Malcolm Gladwell



SACRAMENTO STATE
COLLEGE OF BUSINESS ADMINISTRATION

Making the *Right* Connections

Katie McConnell started her career in accounting working for a variety of organizations, including the Franchise Tax Board and Perry-Smith LLP. But it was a stint at Robert Half staffing firm that united McConnell with her true passion. While at Robert Half, McConnell discovered she enjoyed matching accounting professionals to the right career.

McConnell, a CPA, also picked up local accounting firm GALLINA LLP as a client while at Robert Half. GALLINA was impressed enough to not only hire McConnell, but also to let her create her own job and niche.

Today, McConnell is the director of Recruitment and Development for GALLINA, where she performs all of the hiring and recruiting for the firm's 12 offices (including those in Seattle, Utah and Southern California), from entry-level employees up to partner-level candidates. Last May, McConnell also launched a new service line with the firm where she performs full-cycle recruitment consulting services for her clients.

"I recruit finance and human resources positions for clients under a consulting-type business model" she said. "It's a little bit different than the normal head hunting model that charges a large contingency fee for placement. My model is different in that I charge an hourly rate

and provide a more comprehensive service solution. It's just a little bit of a different approach for the industry."

McConnell was also recently named to the *Sacramento Business Journal's* 40 Under 40 class of 2015.

McConnell graduated in 2006 with an Accounting degree from Sac State and obtained her CPA shortly thereafter. She says her time at Sac State was invaluable because it "connected me with folks that I have lifelong relationships with now."

McConnell remains active on campus to this day, working with the Accounting Society and the Beta Alpha Si Accounting Fraternity, both of which she says are "awesome organizations."

"They help prepare people for the future and connect them with other business leaders in the community. I still keep in touch with the network of folks that I went through that program with," she said. "It's been almost 10 years and so we're kind of all over the place now and those relationships are totally priceless." **BA**

