



Sam Faragalla

Oviedo, Florida

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Learn about Florida Entrepreneur Sam Faragalla:

Originally from Egypt, Sam Faragalla, Owner and Founder of Sunshine Enterprise USA LLC, moved to Seminole County in 2013 to be closer to family and to take advantage of new opportunities. Upon relocating to Florida, Faragalla, who previously worked as an HR Business Partner for a multinational oil and gas company, took a position with a recruiting company and was eventually promoted to Talent Acquisition Manager.

Faragalla shared the story of how his involvement in the recruiting industry led to the launch of his own talent acquisition company in July 2017.

"It started off as more of a side hustle," Faragalla said. "It was a scary decision and it was a lot more work than I expected, but I was committed to making it work."

As a strong Christian believer, Faragalla sites pray, hard work and a focus on serving and helping the community as the keys to his success. In the beginning, he faced many challenges including finding the right workers compensation coverage and attracting and proving himself to new clients. Nevertheless, he persisted and today has a team of approximately 65 employees and an array of high-profile clients including Tampa International Airport and the City of Gainesville Police Department.

"As a family-owned business entity, we take great pride in excellent customer service," Faragalla said. "We believe in doing the right thing by communicating openly and honestly. These traits may not be common in the staffing industry, but they serve as our foundation at Sunshine Enterprise USA. Our services are priced fairly and we recommend the best solution, even if it is not the one we offer."

Sunshine Enterprise USA does all types of talent acquisition including, Temp, Temp-to-Hire, Contract and Direct Placement. What sets them apart from the competition is their strong commitment to customer service and their variety of solutions.

"We offer a variety of staffing and recruitment solutions for corporate clients, small businesses and government entities," Faragalla said.

"Working with the right staffing partner can reduce your overhead, operational costs and improve productivity. Sunshine Enterprise USA believes that offering quality staffing and doing it right are the combinations of these principles along with our refined recruiting methods, quality management processes and high staffing success

rate."

Looking ahead, Faragalla, who loves to connect job seekers with great opportunities and to connect employers with ideal candidates, is focused on growing locally and then nationwide. He recently signed an agreement to open a new office in Maitland, FL, and expects to have a third branch in Leesburg, FL, by the end of the year.

What advice does Faragalla have for aspiring entrepreneurs? "Get a set of core values and stick to them," he said. "Also, have a clear vision. It shouldn't just be a statement. Align your business goals to the business direction, mission and vision. Then target the clients you want to go after, get their attention and do whatever it takes to retain them. From there, it's important to grow with control. Also, read business books and learn how to do business with the government. There's a lot of opportunity in this space. Finally, get help from organizations like CareerSource, SCORE and SBDC. I've attended seminars and workshops and have greatly benefited from doing so."

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