**Manoj Kumar. K**

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### EXECUTIVE SUMMARY:

Experienced professional proficient in both HR and Business Development. Skilled in talent management and driving business growth through strategic partnerships. Seeking opportunities to leverage expertise for sustainable growth and strategic success.

### PROFESSIONAL EXPERIENCE:

* Business Development Manager as Ann networks Pvt ltd, Hyderabad (Nov 2022-Feb 2024).
* Senior Associate- Amazon Seller’s support with Sutherland global, Chennai (2018-2021)
* Administrator with Precision Informatic , Chennai (2016-2018)

### ROLES & RESPONISIBILITIES:

**HR/BD as Ann networks Pvt ltd, Hyderabad (Nov 2022-Feb 2024).**

Talent Acquisition (As in when required/ shortage of resource):

1. Understanding the requirement and posting job post in job portals and LinkedIn for candidates
2. Oversee the full recruitment lifecycle, from sourcing and screening candidates to conducting interviews and making hiring decisions.
3. Develop and implement innovative strategies to attract and retain top talent, ensuring alignment with organizational goals and culture.

Business Development:

1. Identify new business opportunities, market trends, and strategic partnerships to drive revenue growth and expand market presence.
2. Generate Lead generation , Making cold calling and fixing appointment for Online meetings and provide product demonstration. On premises visit if client requires.
3. Cultivate relationships with key stakeholders, including clients, partners, and industry influencers, to promote collaboration and business synergies.

Reporting:

1. Summarize all the recruitment reports with Hiring against job postings, Handled Onboarding and resource allocation reporting.
2. Utilize HR metrics and business analytics to track performance, identify trends, and provide actionable insights for informed decision-making.
3. Prepare regular reports and presentations to communicate key BD metrics and recommendations for improvement.

### MAJOR CLIENTS HANDLED:

* Working for clients like **Yash Technology, ITC Infotech, Capgemini, Rabin, Mide, Alice etc**

### MAJOR IT SKILLS WORKED:

* **Coding Technologies:** ASP.net, .Net, VB,WCF,WPF,MVC, Java, SAP, VLSI
* **Testing:** Manual & Automated Testing, Load Runner, QTP.
* **Operating systems:** windows, unix , linux, solaries, Oracle
* **Big data and Data Science**

### ACADEMIC ACHEIVEMENTS:

* **B.tech** ( IT)from Bharath University in 2015

PORTFOLIO REFERENCE AVAILABLE ON REQUEST:

I hereby declare that the above information furnished is true, complete to the best of my knowledge.

Place: Chennai