**John Shaji**

**Mobile Number: 9844841383**

**Professional Summary:**

6 years of Business Development Experience on Permanent / Contractual / RPO and Corporate Training Domains with the knowledge of end to end recruitment with various industries like IT / Manufacturing / Auto Mobile / Aerospace / BFSI / Healthcare / Educational.

**Area of Expertise:**

RecruitmentBusiness Development RPO/ Contract / Permanent Staffing/ Campus Placement drives/ Fresher Recruitment/ Train to Deploy ,Headhunting, Executive hiring’s, Recruitment Training across region and international as well.

Recruitment end to end handling from Account development to closure and done Business Development for new and old clients also.

**Overall Achievements:**

Developed new clients to the tune of 1 to 10 lakh business volume and retained them for years.

Have developed good relationship with the clients to get the requirements and close the positions to get the monthly and quarterly targets.

**Major New Clients Developed and BD cum Recruitment assignments handled: IT, Services and Manufacturing**

**IT-Software, BPO, KPO, Embedded: TCS, Symphony, GENPACT, WIPRO, IBM, Accenture, Mu Sigma, Fingent , YSC , Vimeg , Cerulean, Sanovi, Cisco, Quinn ox, Bcone, Celstream, Health Assyst, Quest, Nous, I gate, Mindteck, Sasken, Tavant, Xchanging, Samsung, Sonata** placed Software Engineer, Senior Software Engineer, Technical Lead, Consultant, Sr. Consultant, Project Manager, AVP, VP, Gm DGM.for skill sets Networking, Hardware, Mobile applications, SAP, Telecom, ERP. Enterprise software for Niche, Super Niche skills.

**Automobile**: **Bajaj, Toyota, Maini, Triveni Group, TAFE, Ingersol, Volvo, Mico, Bosch** recruited for Designers, project managers, Business Managers, Technicians, CNC operators, Supervisors.

**Aerospace and Defence: BAEHAL, HCL, SAFFRON, AUGEN, ASAP AUTO, INDIGO BASTIAN, TAAL Engg. For Airbus Engineer,** Design Engineer, Technical Manger, Team Lead, Business Head., Ground staff,

**Real Estate, Civil, Construction, : Nitesh Estate,Integra, DLF, Sunrise, Mantri,** placed Process Engineer / Designer ,Piping Engineer , Design Engineer, Structural Engineer, Process Engineer. Procurement purchase Engineer.

**Manufacturing Engineering, Heavy Machinery, Earthmoving, Machine tool**: Triveni group, Hind Hivac, Butterfly, Volvo, Ingersoll, Bharat Fritz Verner, ACE Machine tools for Production Engineer, Technician, Supervisor, Manager, DGm, Technical Head.

**BFSI, Financial Services, Insurance**: ING, HDFC, HSBC, UJJIVAN, FULTERON for Financial Advisor, insurance Advisor, wealth Manager, Account manager, Business Manager, Area Sales Head, Channel Manager.

**Education:** APTECH, Bapuji Engineering Society, BASE coaching for professors, Teachers, Business Development Manager, Campus Manager

**Healthcare, Hospitality, Life Sciences,**  : CADILLA, Revenue Med, CHEM Labs, EMIDS, GE, Café Coffee Day for Analyst, Sr Analyst, Receptionist, Front Office , Account manager,

**Experience summary:**

**Sunrise Solutions Pvt Ltd**

**June 2008– October 2012**

Worked as BD cum Account recruiter

* Developed efficient Candidate Management System with innovative Hands on Headhunting and Referral schemes
* Managed 18 clients independently, Business development, Brand Management.
* Handled senior level and Middle level positions for All IT and Non IT Clients requirements and placed them successfully.

Achieved personal targets and handled team targets .

**Incoln Corporation**

**October 2012 - June 2013**

**Worked as a Business Development Manager**

* Developed clients throughout India / Middle East
* Managed 25 clients independently, Business development, Brand Management.
* Handled both Indian and USA staffing

**Seasoft IT Services Pvt Ltd**

**June 2013 - May 2014**

**Worked as a Senior Business Development Manager who used to handle both Staffing & Corporate Training clients**

* Developed clients throughout India / Middle East / Singapore /Malaysia /Sweden / USA.
* Managed 30 clients independently, Business development, Brand Management.

**Education:**

Bacheleor of commerce from Mahatma Gandhi University

Note: Looking forward to have a challenging role and ready to run the branch or its services.