

Nair Sarath Sasikumar

SALES AND MARKETING

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SUMMARY

- Agile, result-oriented bench sales recruiter with good experience and remarkable customer service. Increased customer satisfaction by improving customer service. Developed and implemented new marketing and sales plans to improve profits and attain business goals.

SKILLS

- | | | |
|--------------------------|---|--------------------|
| • Social Media Marketing | • Analytical and problem-solving skills | • Basics of Python |
| • Research & Strategy | • Multilingual | • MS Office |
| • Google analytics | • Team working | • SQL |
| • Sales and Marketing | • Emotional Intelligence | • Agile |
| • Negotiation | • Decision-making | • Advance Excel |
| • Communication | • Commercial awareness | • Tableau |
| • Influencing skills | | • Power BI |
| | | • Basics of R |

EDUCATION

Business Analyst

To be completed- Oct'23

B.E / B.Tech in Computer Engineering

Swaminarayan College of Engineering and Technology

EXPERIENCE

Apex Arrow Consultancy

Aug 2022 to Present

- Expert in bench sales, including H1Bs, TNs, GCs, USCs, and EADs.
- Proficiently working and consulting on job portals like Dice, Monster, and social networking portals etc.
- Broadcasting the profile of the consultant and the overall strategy of the company on a periodic basis.
- Track the submissions and make regular follow-ups.
- Inform the entire team regarding client submissions to avoid duplications.
- Prepare the consultants for the end-client interviews.
- Ensure prompt delivery to the consultants.
- Negotiate rates with the vendors and clients.
- Maintaining good interpersonal relationships with the client and the vendors
- Identifying potential vendors and maintaining a healthy relationship with them, foreseeing the requirement in the future.
- Besides working with bench guys, I got valuable experience working with direct clients.

Vizva Consultancy Services

Jun 2022 to Aug 2022

- As a bench sales recruiter, I was involved in selling the bench consultants, including searching, qualifying, scheduling interviews, rate negotiations, and closing.
- Involved in sales, i.e., bench consultants to the vendors and clients for the requirements...
- Worked extensively as marketing bench consultants.
- Interacting with Tier 1 vendors and acquiring new vendors for the company
- Keeping track of the schedule of bench consultants.
- Process candidates from initial contact through the entire interview/placement process, which includes interview scheduling and follow-up.
- Responsibilities include calling on prime vendors, developing corporate account relationships, presenting consultants, negotiating, and finalizing contracts.
- Negotiating rates with vendors and managing long-term relations with them