Sandeep Chandrawanshi

Senior Bench Sales Marketer

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**GitHub Link:** - <https://github.com/San1803> | **Portfolio Link: -** https://sandeeportfolio2206.netlify.app/

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## PROFILE

## As a Senior Bench Sales Marketer at American Chase Inc. with 2 years of experience, I excel in marketing bench consultants to clients and vendors, leveraging relationships and developing new connections to place consultants in suitable projects. I create compelling consultant profiles and portfolios, ensuring they highlight technical skills and project successes.

## I manage the end-to-end recruitment process, including resume preparation, interview coordination, and follow-ups, while maintaining a high success rate in placements. I also analyze market trends to align consultant skills with client needs and provide ongoing support to placed consultants.

## Using CRM systems, I track consultant availability and marketing efforts, and I negotiate contract terms to secure favorable outcomes for both consultants and the company.

## EDUCATION

## Bachelor Of Technology | Truba Institute of Engineering and Information | 2019 – 2022

Bachelor of Technology passed in Mechanical Engineering from Truba Institute of Engineering and Information Technology Bhopal affiliated Rajiv Gandhi Prodyogiki Vishwavidyalaya Bhopal in the year 2022.

## Polytechnic Diploma | S. V. Polytechnic College, Bhopal | 2016 – 2019

Polytechnic Diploma passed in Mechanical Engineering from S.V Polytechnic College Bhopal affiliated Rajiv Gandhi Prodyogiki Vishwavidyalaya Bhopal in the year 2019 with 5.88 CGPA.

## WORK EXPERIENCE

### Senior Bench Sales Marketer | American Chase Inc. | Full Time | Jan 2024 – Present

## Work Responsibility:

* Marketed bench consultants to various clients and vendors, leveraging existing relationships and developing new connections to place consultants in suitable projects.
* Identified and developed business opportunities by reaching out to potential clients, presenting consultant profiles, and negotiating contract terms.
* Created detailed and compelling consultant profiles, showcasing their expertise and project history to attract potential clients.
* Assembled professional portfolios for consultants, emphasizing their technical skills, project successes, and industry experience to facilitate effective marketing.
* Designed and curated consultant portfolios, ensuring each profile accurately represented the consultant's strengths and capabilities to prospective clients.
* Maintained an updated inventory of available bench consultants and actively worked to market their skills and experience to prospective clients.
* Coordinated with consultants to understand their preferences and availability, ensuring a high success rate in placements.
* Prepared and submitted resumes, coordinated interviews, and managed follow-ups to ensure a seamless recruitment process.
* Fostered strong relationships with implementation partners, system integrators, and other third-party vendors to expand business opportunities.
* Ensured compliance with client and company policies regarding employment terms, work authorization, and documentation for bench consultants.
* Analyzed market trends and client needs to proactively identify opportunities for bench consultants, aligning their skills with market demands.
* Provided ongoing support to placed consultants, addressing any issues or concerns and facilitating contract extensions or new placements as needed.
* Conducted regular follow-ups with clients to assess satisfaction and gather feedback to improve future marketing and placement efforts.
* Utilized CRM systems to track consultant availability, marketing efforts, and client interactions, ensuring organized and efficient operations.
* Created and delivered compelling presentations to clients, highlighting the skills and expertise of bench consultants to secure new business.
* Collaborated with the recruiting team to understand the skill sets available on the bench and strategize on the best marketing approaches.
* Negotiated contract terms, rates, and other relevant details with clients to ensure favorable outcomes for both the consultant and the company.

## Senior Consultant | White-Feather Consultancy | Full Time | April 2023 – Dec 2023

## Work Responsibility:

* Sourced and screened qualified IT professionals for contract and full-time positions, utilizing various sources including job boards, social media, referrals, and direct sourcing techniques.
* Developed and maintained a strong candidate pipeline by networking, cold calling, and building relationships with IT professionals in the market.
* Utilized Jira for tracking the process of candidate submissions and ensuring timely updates and follow-ups.
* Effectively negotiated rates, terms, and conditions with clients and candidates, ensuring a win-win situation for both parties.
* Collaborated with Account Managers and Technical Recruiters to understand client requirements and align the right candidates for open positions.
* Conducted interviews and performed thorough evaluations of candidates' technical skills, experience, and cultural fit.
* Managed candidate relationships throughout the recruitment process, providing regular updates, addressing concerns, and facilitating smooth onboarding processes.
* Consistently met and exceeded monthly and quarterly sales targets, contributing to the overall revenue growth of the organization.
* Stayed updated with industry trends, market demands, and competitive intelligence to provide valuable insights to clients and candidates.
* Experience working with US job board that includes monster, dice, glass door, carrier builder, zip recruiter, Indeed, LinkedIn, Job2carriers, nexxt, US Jobs, The Ladders, Live carriers, The muse, TechFetch.
* Experience working with all US visa’s including US Citizen, Green Card, Green Card EAD, H1B, H4-EAD, STEM OPT.
* Experience working with C2C and W2 tax terms for the candidate in various job openings.
* Developed strong verbal and written communication abilities, which are crucial for maintaining relationships with clients, candidates, and internal stakeholders.
* Working with ATS platforms and familiarity with applicant management and tracking processes.

## Associate Consultant | SystemOneX Inc | Full Time | June 2022 – March 2023

## Work Responsibility:

* Created and screened resumes for USA consultant profiles in various technologies, including: Java Developer, Python Developer, .NET Developer, Ruby on Rails Developer, Data Engineer, Front-end Developers (Angular, React, AEM, JavaScript, UI Developer, UX Developer/UX Designer, etc.), Drupal Developer, Business Analyst Domains (Kronos Developer, Oracle Developer, ServiceNow Developer, Salesforce Developer, PeopleSoft Developer, Appian Developer, SailPoint Developer, etc.).
* Marketed US consultant profiles across the country for remote, hybrid, and onsite positions.
* Extracted job requirements from various US job boards such as Dice, Monster, LinkedIn, CareerBuilder, Jobseeker, and TechFetch.
* Conducted vendor screenings, client calls, and scheduled interviews with clients.
* Skillfully negotiated rates with vendors and clients across all tax terms (C2C, W2, 1099).

## SKILLS

* Excellent Communication
* Knowledge of All Visa’s like, H1B, EAD, Green Card, and US Citizen.
* Good knowledge of All USA Job boards like, Dice, Monster, LinkedIn, Career Builder, Jobseeker, and TechFetch, etc.
* Good knowledge on Screening the resume.
* Good knowledge on Taking Screening with vendor’s and Client as well.
* Good negation skill to handle vendors.

## IT SKILLS

* MS Office (Word, Excel, Power Point).
* Google Drive (Docs, Sheets, Forms).
* Email.
* Basic Knowledge of HTML5, CSS3 And Python.

## LANGUAGES

* English
* Hindi

## PERSONAL

Name : Sandeep Chandrawanshi

Date of Birth : 13/03/2000

Gender : Male

Permanent Address : H.NO. 6/105 Near Bus stand, Bhawar Colony, Kurawar, Rajgarh, (M.P.), India Nationality : Indian

## DECLARATION

I, Sandeep Chandrawanshi, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

## SANDEEP CHANDRAWANSHI