

VARSHITH REDDY

+91 9494454543 | varshithgopireddy@gmail.com |

Results-driven IT Sales Recruiter with over 4+ years of experience in sourcing, recruiting, and hiring top-tier IT consultants through company portals and job application sites. Skilled in leveraging technology to streamline the recruitment process, enhance candidate experience, and meet organizational hiring goals. Adept at building strong relationships with clients and candidates, ensuring the right fit for both.

PROFESSIONAL EXPERIENCE

Feb 2023- Present

Sr. Sales Development Representative- Adroit Innovative Solutions- TX, USA

- Manage end-to-end recruitment for temporary and permanent positions, sourcing resumes from internal databases, job boards, and networking.
- Screen candidates based on client specifications, negotiate salaries or rates according to various tax terms.
- Utilize portals like Monster, CareerBuilder, Dice, and LinkedIn to source resumes, with a focus on H1B candidates transitioning from current employers.
- Handle recruitment across various computer technologies and domains, assist in resume modifications, and facilitate salary and H1 transformation discussions.
- Contact consultants recommended by the recruitment team, update them on marketing processes, and post resumes on job portals.
- Interact with tier one vendors and onboard new vendors for the company.
- Work with different US tax structures such as Full Time and Corp-To-Corp, with expertise in visa issues and contracting processes (H1B, EAD, OPT, CPT, TN, GC).
- Manage candidates from initial contact through interview scheduling and placement, negotiate rates with vendors, and maintain long-term relationships.

Jan 2022- Jan 2023

Portals Lead and Bench Sales Recruiter- DataQuad Inc- TX, USA

- I am responsible for Bench Sales (Candidate / Resume Marketing), IT Recruitment (H1B Hiring. Creating Process and Manage the End-to-End Bench Sales and Business Development.
- Manage the End-to-End Recruitment Life Cycle for temp and permanent hiring, Source suitable resumes from our internal database, Job boards, Internet Research, networking, etc.
- Sourcing resumes in Job Portals like Monster, Career Builder, Indeed, Dice and LinkedIn based on requirement.
- Keeping the management in loop on clients' interviews, project start dates etc.
- Coordinating with the consultant till he reports to the client's reporting manager.
- Aggressive, dynamic & result oriented with strong communication skills.
- Highly self-motivated and self-directed.
- Maintaining friendly rapport with the consultants and making them aware of submissions, vendor/Implementation partner's calls and client interviews.

Dec 2020- Dec 2021

Portals- Dice- Hyderabad, India

- Specialized in recruiting IT consultants for various clients, focusing on sourcing through online job portals like Dice, Monster, Career Builder, LinkedIn and the company's recruitment site.
- Developed and implemented recruitment strategies to attract top talent, including job postings, social media campaigns, and referral programs.
- Managed a high volume of job applications, ensuring timely and efficient processing through the ATS.
- Conducted initial screenings and technical interviews to identify qualified candidates.
- Collaborated with hiring managers to define job requirements and develop effective sourcing strategies.
- Coordinated with the IT team to ensure the recruitment portal was optimized for performance and user experience.

EDUCATION

Indian Institute of Management Bangalore – Bangalore- Bachelor's

MNR School of Excellence- Hyderabad- SSC

STRENGTHS

- Competitive nature in working Environment.
- Challenging work to meet Organizational requirements.
- Hard working but it turns out as a smart working.
- Networking building through Social Media such as LinkedIn.
- Maintaining a good Rapport with the employers and consultants.

SKILLS

- IT Sales Recruitment
- Talent Sourcing & Acquisition
- Applicant Tracking Systems (ATS)
- Company Portal Management
- Job Portal Optimization
- Candidate Screening & Interviewing
- Client Relationship Management
- Negotiation & Offer Management
- Recruitment Marketing
- Data Analysis & Reporting

- Social Media Recruiting
- Compliance & Regulatory Adherence

LANGUAGES

- English
- Telugu
- Hindi

DECLARATION

I hereby declare that all the above information is true to the best of my knowledge and belief.

Date:

Place: Hyderabad

Varshith Reddy