ASHUTOSH UTTAM

Senior Technical Recruiter

Experienced and Result-Driven Talent Acquisition Specialist having 2 Years of experience in **End-to End Recruitment.** Specialized & have strong experience in *IT/Non IT hiring for Junior/Mid-level/Senior* roles for **Unicorn or Mid-size** or **Initial Stage Tech. Start-Ups** with **1.5 years** of experience in **Stakeholder/Client Management.**

✉ ved2425.u@gmail.com   📱 09821058874   📍 India   in https://www.linkedin.com/in/ashutosh-u-300846198/

WORK EXPERIENCE

Senior Technical Recruiter
Success Pact Consulting Pvt Ltd.

08/2021 – 09/2023,   *Noida*
Roles and Responsibilities

Achievements/Tasks

- Responsible for handling IT/Non IT requirements from Unicorn/Initial Stage for e.g **Games 24*7 ,Upstox & Mobikwik**.

- Proven experience in achieving & maintaining a good conversion ratio of submissions to joinings.

- Collaborated with Hiring Mangers, responsible & participated in formulating strategies for building tech teams of Initial stage or mid-size start-ups of different domains from scratch & scaling it & have also done talent mapping.

- Proficient in sourcing creatively & proactively – how to identify the hard to find candidates with a good **BOOLEAN SEARCH**. Proficient in handling **ATS** like- **Greenhouse**.

- Established excellent rapport with clients which helped in acquiring new business opportunities with the existing clients and helped in acquiring new clients for the Organization.

- Proficient in communication with the clients directly, procuring the requirements and matching their needs and requirements in terms of hiring.

- Proven experience in Creating Talent Pipelines. Utilization of existing in-house database (**Salesforce** or Excel or Google Sheets) to source & attract passive candidates.

Intern
Confederation of Indian Industry (CII)

10/2019 - 03/2020,   *Delhi*
Roles and Responsibilities

- **PROJECT 1 - AgTech Program – NAVI** (Network of Agri -Startups, Venture Financiers, and Incubators).NAVI is a holistic platform for facilitating funding, incubation, piloting, and provide mentorship opportunities to AgTech startups.

- **PROJECT 2** - Management and Organizational Practices Survey **(MOPS). (Jointly conducted by CII, CTIER & Standford University).**

- **PROJECT 3 - COVID SURVEY- Impact of Covid-19 on Industry & Economy (Conducted by CII).**

SKILLS

IT Recruitment   Microsoft Office

End-to-End Recruitment   Talent Mapping

Boolean Search   Google X-Ray

Stakeholder/Client Management

EDUCATION

MBA (07/2016 - 08/2018)
Dr.Abdul Kalam Technical Univ.(A.K.T.U)

CERTIFICATIONS

Ranked among the **Top 20** in **SOURCETHON**, a sourcing event for recruiters organized by Recruiting Monk (Tech.Start-Up) - (02/2023)

H.R Analytics –Participated in Training conducted by **MSME Technology Development Centre,Delhi -** (11/2019)

LANGUAGES

Hindi
Native or Bilingual Proficiency

English
Professional Working Proficiency

JOB BOARDS

Naukri   LinkedIn   Instahyre

Hirist   Cutshort.io   AngelList