HITESH YADAV

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**Aiming for professional enrichment in Marketing, Operations and Recruitment with a reputed organization**

**Snapshot**

* Proficient in managing operations, marketing, logistics, candidate marketing, recruitment, account manager building relationship with clients, finding accurate track for company’s project & achieving desired goals.
* Competent in implementing effective solutions to the customer needs depending on the external environment.
* Possess good communication, relationship management & team building skills with dexterity in mentoring and managing teams.
* **Career Recital**
* **From Dec 2011 working with DCM Data Systems as IT Recruiter and H1b sales manager (working for Direct client requirements)**
* **From Sep 2011 to Nov 2011 worked with Axiom Estates as Sr. Sales and Marketing Head.**
* **Since Aug 2010 to Aug 2011 at Acaasa Ventures** **(A unit of Abid Build well Financial Consulting Pvt. Ltd.)**

**As** [**Sales and Marketing officer**](http://www.linkedin.com/search?search=&title=Associate+Manager-+Marketing&sortCriteria=R&keepFacets=true&currentTitle=C) **, worked for company’s admin department too with director.**

* **Worked as an IT recruiter for Domestic Recruitment and US Staffing in own firm. (Worked on job portals like monster, dice, naukri, etc.)**

**Work Knowledge:** While working in marketing field worked directly with end client. Working according to

market and client’s demand was main part. Have knowledge of admin department work

and operations department too. B2B clients are mainly handled and worked directly with

end client. Handling meetings and presentations are to be made according to client

demand .

While working in Recruitment sector, worked on direct client site TCS for US staffing and

and handled recruitment part for IT sector. Taking interview and finding right candidate

according to the requirement is the main part. Follow up candidate till the joining and

managing the paper work and account department. Salary decision and negotiations.

Posting new jobs on job portals and then managing reply’s from those postings.

Candidate marketing for recruitment after his\her project gets completed.

Find a new client and work on more requirements.

**Other Work Exp.:** Owned a small company of freelancing in which worked on some freelancer sites like

odesk, freelancer, Elance. Find project from here and make new clients. Working on

client’s project and make it in expected time and deliver.

**Strengths , Projects And Visits**

* Understand the situation and take appropriate action towards them.
* Dedicated to specified work.
* Well adjustable in different situations and circumstances.
* Good team work spirit.

**Project Handled- Dexter:** Conducted by Haryana and Delhi govt. Regarding electricity problems in companies in gurgaon. New ideas and plans have to be collected from companies.

**Company Visits**

* Industry visit to Parle-G, Neemrana. Found how biscuits and candies are manufactured and how they are packed and supplied.
* Another visit to Synergy Pvt. ltd. at Kolkata. Report prepared on the manufacturing process of solar cells and other equipment related to solar energy production.

**Academia**

**MBA** from NSHM in 2011. Scored 72%, (marketing, international marketing, branding, logistics operations, scm).

**B.COM** from Rajasthan University in 2009, Secured 52%

**Senior Secondary** from Central Academy no.2 CBSE board, Secured 69%

**Computer Proficiency:**

Professional course from NIIT.

SAP course SAP (01 module) from JKT Gurgaon.

Good knowledge of computer hardware and software.

All OS well known and worked on them a lot.

Know about Office tools.

**Extra Curricular Activities**

**Achievements:**

* Awarded 2nd prize in Monsoon ride race conducted in Jaipur in motorsports.
* Awarded as best team member in an event held for poor people and handicapped children.
* Worked with SAHAAS for social cause and other state govt. activities and awarded for being with them.
* Participate in road safety week rally, independence day rally, and other social cause rally’s and events organised by Jaipur motorbike clubs

**Sports:**

* Senior member of a biker’s group name XFR in Jaipur.
* Take part in races and rally’s conducted in motorsports.
* Bike Stunting.
* Cricket.

**Personal Details**

Father’s name: Mr. Virendra Yadav

Date of Birth: 01 September 1986

Address: A-204 Amba g residency Ahinsa Khand 2 Indrapuram Ghaziabaad 201014.

Permanent Address: 21\256 Kaveri Path Mansarover Jaipur,Rajasthan, 302020.

Date:

Hitesh Yadav

Place: