

Ankit Sunilkumar Soni

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Date of Birth: 9th November 1994

Objective:

Well-respected professional who blends hands on recruitment experience with a background in sales and Business Management. Seeking a position in department of Business Development to utilize my skills and professional strengths in a renowned organization.

Summary:

Experience in Recruiting and Involved in full cycle Recruitment involving sourcing, identifying, and interviewing, screening and placing personnel in quick turnaround time in contract, contract with hire and permanent. Possess strong knowledge of client interaction and also done projects of business development.

ACADEMICS:

- **Graduation:** B. Tech from Navrachana University, Vadodara Jul 2013 - May 2017
- **HSC:** Vrajbhoomi International School (CBSE) stream: PCM Mar 2013
- **SSC:** Takshashila Vidyalaya, Anand Mar 2011

Skills summary

US IT Recruitment

- Having experience in performing needs analysis, requirements definition, consulting on sourcing strategies, recruiting, screening, scheduling interviews, reference checking, negotiating, making offers, creating contracts and closing candidates that can help actualize corporate missions etc.
- Get requirements from US IT staffing companies within all the locations across USA.
- Possess knowledge of sales and recruiting processes including sourcing, interviewing, reference checking, tracking, salary negotiations, and closing.
Effectively recruited candidates through Internet research, internal database, referrals, and other strategies
- Understanding the client requirements, coordinating for short listing and screening including preliminary interview of the candidates
- Handled all the IT Technologies involving combination of complex skill sets and rare technologies.
- Extensive experience of Internet Recruiting for candidates and industry leads, pre-screening to quality potential candidates.
Dealing with consultants on H1B, GC and CITIZEN, etc. Negotiating the rates on Contract, Contract to hire basis.
- Understanding the clients requirements, coordinating for short listing and screening including preliminary interview of the candidates.
Responsible to understand and analyze the requirements in different domain categories.
- Coordinating, Scheduling & Conducting Interviews.
Expertise in using job portals like Dice, Monster, Corp-Corp, LinkedIn, Career builder.

Business Development

- Knowledge for fortune client engagement.
- Prospect for potential new clients and turn this into increased business.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches.
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.

PROFESSIONAL EXPERIENCE:

Rang Technologies Inc

Jun 2016- present

US IT Recruiter

Roles and Responsibilities

- Handled the tasks of screening, selecting and submitting candidates to job orders within a defined discipline.
- Assigned the tasks of utilizing on-line database, candidate referrals, internet and networking to identify potential candidates.
- Assigned the tasks of negotiating offers with candidates to meet target gross margins of the organization.
- Experience using ATS conrep which includes all job portals along with complete recruitment lifecycle.
- Established business contacts in target markets through telemarketing, direct mail campaigns, trade show participation, and vendor relationships.
- Responsible for recruiting and maintaining good relationship with existing candidates of the organization.
- Performed recruitment tasks by applying the policies, rules and procedures of the organization.
- Responsible for market research and analysis

Industrial Internship:

Organization: ACC Cement Works

May 2016 – Jun 2016

Studied Every process as Intern Trainee

Extra-Curricular Activities

- Participated in the Happiness Program and DNS program held in December 2015.
- Used to Volunteer in "Vrudhashram" in 2012.
- Performed various Theatrical Dramas, Street Plays at venues like IIT Powai "Mood Indigo", MSU "Paramarsh", and Navrachana University.

Permanent Address:

101, Tejaji Chowk, Gandhipura, Lakheri

District - Bundi

State - Rajasthan

Postal Code - 323603

