

Tarunesh Kumar Bhatnagar

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Location: Stockholm/Sollentuna, Sweden

Professional Summary

Strategic and results-driven professional with over 21 years of experience in IT Sales, Business Development, and Project Management. Adept at developing and implementing methods, strategies, and follow-up processes to enhance organizational recruitment and support structures. Strong expertise in managing and coordinating projects across global teams, with a focus on exceeding client expectations and fostering continuous improvement. Proven ability to collaborate with various stakeholders, design innovative solutions, and effectively communicate complex concepts in both Swedish and English. Passionate about driving change in non-profit organizations and leveraging digital tools to enhance service delivery.

Professional Experience

Nihilent Filal | Operation Manager

2021 - November 2023

- Developed and implemented strategic processes to optimize IT sales operations, enhancing recruitment efforts and stakeholder engagement.
- Led offshore project coordination with Indian teams, ensuring effective follow-up on project delivery and client satisfaction.
- Collaborated closely with internal teams to align recruitment and support strategies with organizational goals, driving continuous improvement.
- Played a key role in managing training and support programs for new recruits and existing representatives, ensuring their successful integration and development.

ITSMD AB | Operation Manager and Business Development

2018 - 2021

- Spearheaded the acquisition and onboarding of new clients, focusing on strengthening the support and training available to representatives.
- Managed the end-to-end coordination of offshore projects, ensuring alignment with strategic goals and effective follow-up on results.
- Developed and maintained strong relationships with stakeholders, acting as a trusted advisor and ensuring their needs were met through tailored solutions.

ATOS | Deal Solution Manager

2016 - 2017

- Managed the development and implementation of strategies to acquire and support new representatives, focusing on data-driven methodologies.
- Oversaw the coordination of offshore project delivery, ensuring timely and high-quality results that met client needs.
- Contributed to the design of solutions and strategic planning, ensuring alignment with both business objectives and stakeholder requirements.

Seasoft Solution AB | Operation Head Sweden and Business Development Manager

2001 - 2015

- Led sales and business development initiatives, with a focus on increasing recruitment and support structures within the organization.
- Managed the coordination of offshore project delivery, overseeing the implementation of strategic recruitment methods and follow-up processes.
- Successfully executed large-scale IT projects across various sectors, ensuring alignment with organizational strategies and stakeholder needs.

India-Information Technologies (I) Ltd. (ITIL) | Manager Business Development

1996 - 2001

- Played a key role in developing strategies for international business expansion, focusing on recruitment and support for representatives.
- Managed the delivery of offshore projects, ensuring successful outcomes through effective coordination and follow-up processes.
- Fostered strategic alliances and joint ventures, contributing to the overall growth and development of the organization.

Key Skills

- **Strategic Recruitment & Support:** Expertise in developing and implementing strategies to enhance recruitment and support processes.
- **Project Management:** Skilled in planning and executing projects, with a focus on delivering high-quality results on time and within budget.
- **Stakeholder Collaboration:** Proven ability to work closely with various stakeholders, understanding their needs and delivering tailored solutions.

- **Training & Development:** Experienced in managing and enhancing training programs for representatives, ensuring their successful integration.
 - **Digital Tools & Innovation:** Proficient in leveraging digital tools and innovative approaches to improve service delivery and support structures.
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Academic Qualifications

- **MBA (Marketing)**, Institute for Integrated Learning In Management (IILM), Delhi, 1994-96.
 - **PGDIR&PM (Postgraduate Diploma in Industrial Relation & Personnel Management)**, National Labor Law Association (NLLA), 1993-94.
 - **B.Com**, University of Delhi, India, 1989-1991.
 - **Computer Proficiency**, National Institute of Information Technology (NIIT), New Delhi, India, 1994.
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Additional Information

- **Interests:** Chess, Cricket, Music, Reading.
- **Languages:** Fluent in English, Hindi, and Swedish.