**B. ABHINESH GOUD**

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**Objective:**  
Seeking a challenging Sr. Bench Sales Recruiter position in the information technology industry where I can utilize my technical background and professionalism, enabling me to contribute to the growth and success of the organization. A position where my experience and skills will allow me to make a positive contribution to the organization.

**Summary:**

* 6**+ years** of experience in the field of **IT (US-Staffing)**
* Involved in Full Life Cycle in Recruitment and Sales as my Responsibilities are Sourcing, Identifying, Interviewing, Screening, Formatting and placing personnel in quick turnaround time in contract, contract-to-hire positions in the Information Technology industry throughout the United States.
* Extensively worked on different job portals such as **dice.com**, **monster.com**, **Tech Fetch, Indeed & Careerbuilder**.
* Ability to work effectively in high-pressure environments.
* Recruited resources in various technologies and platforms.
* Excellent working Knowledge of Windows operating systems and MS-DOS platforms
* Good interpersonal and communication skills, creativity, excellent attitude towards teamwork and common goals achievement.
* Excellent organizational, multi-tasking and coordination skills
* Detail-oriented multi-tasker; appreciated for quality, timely completion of assigned tasks
* Excellent organizational skills with hands-on technical knowledge and ability to work in fast-paced environment
* Self-Starter with the ability to analyze day to day activities

**Education:**

**Completed Engineering Degree April- 2016**

**Technical Skills:**  
**Operating Systems:** Windows-2000, Window-7  
**Packages:** MS-Office, Outlook

## Areas of Strength:

## Multi-location Recruitments

## Applicant Tracking System

## Offer Negotiation & Closing

## Client/Hiring Manager Relationships

## Database Creation & Maintenance

## Complete knowledge of hardware

## Good knowledge in LAN Networking

**Professional Experience:**

**Trilok Software Solutions LLC May 2020– Till Date**  
**Hyderabad**

**Sr. Bench Sales Recruiter + System Admin**

* Coordinating With the Consultants in order to know their Comfatabtableness with the Requirement Before submitting to Vendor.
* Posting the Resume on all Portals like Dice,Monster, And Social Networking portals etc.
* Tracking the Submissions and Making Regular Follow-ups.
* Negotiates Rate With Vendors/ Clients
* Speaking with Recruiters Regarding the rate and getting the best as suggested by management
* involved in marketing of consultants on Bench to the preferred Vendors
* Responsibilities include Calling on prime vendors, Developing corporate account relationship, presenting consultant , negotiating and finalizing contracts
* Attending the US vendors and client calls for the requirement
* Mentor the team to achieve targets and eventually grow with organization

**Professional Experience:**

**Orabase Solutions LLC June 2016–APR 2020**  
**Hyderabad**

**Sr. Bench Sales Recruiter + System Admin**

**Responsibilities:**

* Leading a team of 4 Bench Sales Recruiters
* Involved in Full Life Cycle of IT Staffing (Sales Process)
* Sourcing, identifying, the requirements from Top vendors to place Consultants in quick turnaround time in contract, contract-to-hire positions.
* Establish and maintain a good relationship with the employees and vendors
* Marketing our own bench consultants to the suitable requirements
* Support our team during walk-in interviews at the client end.
* Maintain the Database of the profiles screened and submitted to vendors.
* Updating the skills and billing details of consultants
* Submitting, scheduling interview, follow up with Vendors, negotiation of offers
* Excellent record of accomplishment in all positions held.
* Posting consultants resumes inDice, Tech Fetch, Monster etc.
* Having the resumes of my candidates updated as and when required based on the requirements.
* Making Follow ups with different vendors for previously submitted positions.
* Assigning Desktops/Laptops to new joinees
* Configuring / Installing all software required for recruiters
* Servicing all hardware when required
* Coordinating with Internet Service Providers like ACT Fibernet, AirTel, etc for seamless internet connection.