

Mukul Noneriya
E-mail: mukulnoneriya@gmail.com
Contact no: +91-9753655610

Professional Summary: Experienced project manager with a strong track record of successfully executing projects from inception to completion. Proven expertise in business development, recruitment, and digital marketing within the context of virtual job fair platforms. Adept at leading and mentoring teams to achieve organizational goals and drive client satisfaction.

Professional Experience:

Team Lead

Bwise Solutions PVT Ltd, Indore

Mar 2023 – Present

Roles and Responsibilities

Project Management: Spearheaded the development and deployment of JobJatra, a virtual job fair platform, from the ground up. Directed a team of skilled developers to create a fully functional website, optimizing the user experience and ensuring seamless operation.

Business Development: Managed a team of two business developers, facilitating the acquisition of clients and employers for JobJatra's virtual job fairs. Successfully prospected potential employers and invited them to participate in our events, ultimately leading to enhanced talent acquisition opportunities.

Recruitment Leadership: Led a team of two recruiters in overseeing the complete recruitment life cycle. Assisted in sourcing, screening, and managing candidates, culminating in the issuance of job offers. Contributed to the establishment of an efficient and effective hiring process.

Digital Marketing: Executed comprehensive digital marketing campaigns to generate leads and promote JobJatra's virtual job fairs. Leveraged platforms such as Facebook, LinkedIn, and Instagram to create targeted advertising campaigns and implement sales funnels, resulting in increased brand visibility and participant engagement.

Resource Specialist

Yash Technologies PVT Ltd, Indore

May 2021 – July 2022

Roles and Responsibilities

- Handled campus hiring for 2021 and 2022, more than 6000 fresh resources we hired in the campus from different colleges.
- I have hired for lateral resources for several technologies like Java, React, Angular, Xamarin.
- Got an award as an outstanding performer for Campus Hiring.

Administration and Recruitment Head

Sledding Technologies PVT Ltd, Indore

Apr 2020 – May 2021

Roles and Responsibilities

- Worked as a lead and updating and designing new recruiting procedures.
- Handled the recruiting team and reporting on its performance.
- Keeping track of assigned requirements and submissions from the team side.
- Implementing new sourcing methods like Social Media search and Boolean Search.
- Co-ordinate with team and Business Developer.
- Responsible for updating the Job Description on Company's Website.
- Responsible for domestic hiring from Linked In.

Business Analyst
Viztar International PVT Ltd, Mumbai

Aug 2018 – Mar 2020

Roles and Responsibilities:

- Worked as a second voice to the product owner when they are not available but ensure they are kept up to speed and have enough understanding to be able to make decisions.
- Worked with the developers and product owners to document user stories and define the acceptance criteria.
- Worked with the developers to communicate the goals, requirements and agree first draft of prototype on paper before communicating it back to the business to ensure common starting point. Worked with developers and product owners to resolve issues as they arise
- Helped to track requirements against priorities, identify gaps and ensure business value focus.
- Served as a first point of contact with developers to review progress, outputs and conduct acceptance tests.
- To ensure some level of documentation to:
 1. Enable understanding especially business rules that might not be obvious from looking at a working prototype.
 2. Enable support activities post implementation.
 3. Enable re-use once the project is implemented.

US IT Recruiter
Ktek Resourcing, Indore

Feb 2017 – July 2018

Roles and Responsibilities:

- I was responsible for continuously updating and maintaining recruiter database for daily activity pipeline management and forecasting data.
- Performed detailed and thorough reference checks, reviewed candidate's qualification to meet our client's requirements and business initiatives.
- Negotiated appropriate contract rate for open position with applicant and client.

US IT Recruiter
SGS Technical Services PVT Ltd, Indore

Aug 2016 – Feb 2017

Roles and Responsibilities:

- I was responsible for continuously updating and maintaining recruiter database for daily activity pipeline management and forecasting data.
- Performed detailed and thorough reference checks, reviewed candidate's qualification to meet our client's requirements and business initiatives.
- Negotiated appropriate contract rate for open position with applicant and client.

Medi-Caps Institute of Technology & Management Rau, Indore
Bachelor of Engineering - BE, Computer Science 2011 - 2015

I am a simple optimistic person with the dedication fullest in search of learning new skills and entrepreneurship.

Skills:

- Project Management

- Business Development
- Recruitment and Talent Acquisition
- Digital Marketing Strategy
- Lead Generation
- Social Media Advertising
- Sales Funnel Creation
- Team Leadership and Mentoring

Expertise:

- The ability to see the big picture and identify possible solutions.
- Verbal and non-verbal communication skills
- An understanding of the industry involving the project
- The ability to accept changes throughout the project
- Team-building skills
- Multi-tasking skills
- Negotiation Skill

Hobbies:

- Playing Tabla.
- Riding a bike.

Achievements:

- **State-Level Tabla Maestro:** Recognized for exceptional tabla skills at the state level.
- **Employee of the Month, Viztar International:** Consistently demonstrated dedication and excellence.
- **Campus Hiring Champion, Yash Technologies:** Successfully recruited 650+ talented fresh graduates, boosting company growth.

Certification:

- Digital Marketing from Testbook by Skill Academy
- IRDA IC-38 Certification
- Diploma in classical Tabla from Prayagraj University.
- Digital Marketing Certification from Skill Academy by Testbook.

PERSONAL INFORMATION

- Father's Name- Laxman Singh Noneriya
- DOB-31-01-1994
- Marital status –Married
- Gender-Male
- Languages Known- Hindi, English