Umashankar Pettiketi

Hyderabad, Telangana
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+91 95059 82448

✓ Having 8+ Years of experience in several domains with Research Analyst USA Staffing, Domestic Consulting, Software Testing Engineering using selenium ide, CRM Software, Website Creation, AWS ..etc.
✓ Expertise in the areas of Staffing, Recruiting, Sourcing, Head Hunting, Team Handling, Reporting, Vendor Management, Sourcing, Interviewing, Salary Negotiation, Contract Recruitment, Team Management.
✓ Gained knowledge about US Terms like W2, C2C, 1099, US Visas
✓ Engaged with Contract, Permanent & C2H (Contract to Hire), Bench sale positions
✓ Handled all the IT Technologies involving combination of complex skill sets and rare technologies, AWS, DevOps, Web designing, EC2 instances, Auto Scaling, Elastic Load Balance, AMIs, GIT, Jenkins, Maven, Docker Software Engineer Support Experience as a testing engineer.

Work Experience

Business Development Executive
Avalon Software Services
July 2022 to Present

Supporting clients an Oracle Gold Partner, specialized in Oracle EBS, Oracle Cloud Applications.
✓ Avalon Software Services is a fast-growing Multi-National Company providing Software Solutions, Software Services, Managed Services and Staff Augmentation

Research Analyst
Mantra Technologies Private Limited
February 2022 to June 2022

Generating Leads make call to identify new client to our Software 500Apps Analyzing past operations' results and performing variance analyses.
✓ Identifying and analyzing trends and forecasts and recommending improvements to the business processes.
✓ Using statistical, economic, and data modeling techniques and tools.
✓ Organizing and analyzing data, creating charts and graphs, and presenting your findings to the leadership team.
✓ Providing recommendations to improve future business operations and so on

Digital Marketing Process Associate Executive
VBLP Tech Solutions - Hyderabad, Telangana
December 2020 to February 2022

TS, India
✓ Plan the Overall 360 Marketing, SEO, SMM (Facebook, Instagram ads), PPC, CPC, CPM, WSO, Bidding strategies and suggesting different lead generation strategies when a campaign is onboard to reach goals bench marked by the client

✓ Optimize the website and social media pages to maintain the brand awareness & presence across all digital channels.

✓ Hands-on experience in web development with focus on optimal design, SEO friendly, user-friendly architect, increasing website traffic and lead conversions

✓ Measure the performance and plan the optimization of all digital marketing campaigns.

✓ Communicate the client's needs and manage developers, designers, copy writing professionals, help them understand the market and audit their work etc

Process Associate Executive
Vaya Fin Serve Pvt Ltd
May 2019 to May 2020

Project -YBL, BC & NBFC: -
Roles & Responsibilities

✓ Assisting the issues, and providing timely escalation to Field teams and reporting to Managers.

✓ Preparing "MIS report "for the daily collections which are come from the field and updating the status on timely manner.

✓ Preparing "MIS report "of dependence list for collections and reporting to the Field managers and head office managers.

✓ Preparing weekly, Monthly and yearly "MIS reports" of "Yes bank".

✓ Assisting the "DPD cases" of "YES Bank" and solving the issues within 24 hours TAT etc

Process Lead
Makro Technologies Pvt. Limited
April 2012 to September 2018

Coordination with Technical panel and understanding their requirements, defining job positions.

✓ Sourcing CVs from various channels such as referencing, company's own database, Job Portals i.e., CareerBuilder, Monster, Dice, Indeed and networking tools such as LinkedIn.

✓ Handling Internal Recruitment (Mapping, Sourcing, Calling, Assessing and Interviewing) Inductions.

✓ Updating records on internal Software on daily basis.

✓ Arranging for technical panels and coordinating at all levels of Interviews and so on

Education

MBA
Krishna Murthy Institute
2014