# Teja. P

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# PROFILE SUMMARY

* Successful sales professional with around **1 year** of experience in US Staffing IT Bench sales Marketing.
* Proven track record of consistent growth and good Performance.
* Expertise with the US market and understanding the Client’s requirements based on the client’s needs.
* Having handsome experience as marketing bench consultants in all top-notch technologies.
* **Negotiating rates** at their best and closing with the max rate for a good consultant that the industry can afford.
* Marketing **CPT, OPT, H1B, GC & US Citizen** on various technologies as per their requirement and need.
* Orientation Programs for Bench Consultants about US IT Market and persisting them on the right track.
* Working directly with **Tier 1** and **Prime vendors** all over the US.
* Placed consultants on **Corp-to-Corp**, **Contract-to-Hire.**
* Cutting out layers and working directly with the prime vendor (Client vendor) to close the deal at its best.
* Deep experience in understanding the technology and helping the consultants to update their resumes accordingly.
* Expertise in training: Trained several sales teams of variable members under my supervision.
* Clear and candid communicator with an ability to work independently and as a part of a team.

# SKILLS:

* Screening
* Resume Building
* Benefits Negotiation

# EDUCATION CREDENTIALS:

**BSc (msscs)/maths, statistics, and Computer Science in Osmania University Hyderabad 2022.**

**WORK HISTORY:**

# Mahaugha LLC May 2022- Present

**Bench Sales Recruiter Responsibilities:**

* Initial screening of bench consultants and grading them based on their **Technical Skills and Communication.**
* Assigning the resumes to the team evenly.
* Supporting the team with formatting and updating the resume as per the requirement.
* Track the **submissions** and make regular follow-ups.
* Resource for learning and navigating senior sales recruiters through policies and procedures.
* End-End coordination with sales team and management with respect to productivity.
* Working and developing a good relationship with the **Tier-1 Vendors** helped in placing the bench consultants in less time.
* Reaching out for the maximum number of open requirements in the market.
* Broadcasting the profile of the consultant and the Holist of the company on a periodical basis.
* Checking the resumes of the candidates with respect to requirement, experience, skill set, employment dates, education (Name of the college, Major, and year of graduation), and references
* Submitting the consultants to all the suitable job postings on all portals **(DICE, indeed, Monster, Glassdoor, Zip Recruiter etc.)**
* Maintaining Good Interpersonal Relations with the **Vendors.**

# DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

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