

## CONTACT

### ABHISHEK

✉ abhishekkumar964347@gmail.com

☎ 9643471760

📍 C-69 Ganesh puri , Shalimar garden, sahibabad,  
ghaziabad 201005

## OBJECTIVE

---

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

## EXPERIENCE

---

15-06-2022 - Present

- **Telesales exicutive (BPO sector)**

Kanak Elite service private limited Noida sector 6

- •It's a telesales Job in international bpo.
- •It's a cold calling job .
- •It's outbound calling process.
- •Telesales jobs with very low connectivity.
- •Hardcore sales process under pressure environment.
- •We have to provided a data which is not of a particular and specific needy and intrested people.
- •First we have connect the call and greet the costumer with nice greeting to make the costumer make comfortable and to create nice impression and to make further conversation.
- • we have to match the tone with costumer voice to create good communication .
- •then we have to take the permission from costumer in pleasent and requesting way to increase to get the chance permission in favour.
- • After getting permission we have to pitch the product and service we are offering in detail and point to point in easy so that it is easy to costumer understand it easily.
- • we have to make sure that during the product pitching we have to make the conversation in two side not one side without making costumer bore and without make robotics voice make sure interaction should be from both side for healthy conversation.
- •After pitching the product we have cleare the all queries from costumer in the way so that costumer feel comfortable and in the favour of costumer to increase the chances of sale closing.
- •after that we have tell the price and make some discount and negotiate with costumer in good manner.
- •after the allow of the costumer with deal we have to collect basic details of costumer and credentials details of costumer to make the costumer.
- • then we have to close the sale and by welcome the costumer
- • last thing before making the payment we have make clear the costumer from company service and policy to avoid future inconvenience.
- • after the sale we have to follow the costumer in timely manner for feedback and suggestions and referal to get new business from existing costumer.

- **US IT recruiter**

ABC

Have very good knowledge of US IT recruiter.

Responsibilities

Manage the entire life cycle of the recruitment process for clients in the US.

Work closely with the Recruiting leads and hiring managers.

Work on strategic global hiring programs.

Develop an action plan for recruiting the best fit for the organization.

Procure people for different IT Requirements.

Use niche platforms related to IT, to source potential candidates.  
Personally conduct interviews, document the same, and report as the need arises.  
In addition to executing individual responsibility should be able to work in unison with the other departments with the Company's growth perspective in mind.  
Keeping abreast of the industry trends.

#### Requirements

\_\_\_\_\_ Degree with \_\_\_\_ years of relevant experience.  
In-depth knowledge of hiring practices and existing laws with respect to the US market.  
Experience in building the talent pool for the IT department of the company.  
Must be comfortable working in EST and PST shifts.  
Experience in recruiting US Citizens and Green Card holders.  
Knowledgeable about different US work Visas like H1B, E3, and TN.  
Familiarity with different US Tax terms is required (1099/W2/Corp-Corp).  
Strong understanding of technical requirements.  
Ability to display deep sourcing skills and excellent candidate assessment skills.  
Should be self-motivated as well as a team player.  
The ability to think analytically so as to consider all applicants and recommend the right fit for the organization.  
Should have excellent oral and written communication skills as well as the ability to network in order to build an exemplary IT department for the company.  
Proficient in English.

## EDUCATION

---

2019

- **10 th secondary school**  
Swami Vivekananda Saraswati Vidya Mandir  
84

2021

- **12th High school**  
Swami Vivekananda Saraswati Vidya Mandir  
82

Second year

- **Pursuing Bs.c life science in second year**  
Swami shraddhanand college, Delhi University

## SKILLS

---

- Sales
- Have tendency to take pressure in positive way increase the sale number and to increase the productivity.
- Have ability to take every rejection in positive way and to make learn something new from that rejection to improve our self each and every day
- Have ability to recognise the mood of costumer with the costumer voice
- Ability to match the tone same as costumer
- Working in goal orientated manner with setting goal for each day and each week and each hour
- Have ability to make not interested people interested and to generate the need to not needy people.
- Have good knowledge how to follow the costumer according to time with making borders costumer.
- Have ability to change the costumer mood with voice and communication skills to gain the profits
- Have ability to make good connection with costumer to generate new business
- Ability to generate revertal on the spot to convenience the costumer
- Team leadership
- Decision making
- Problem solving
- Self motivated

- Quick learner
- Computer knowledge Hardware and software
- Basic knowledge of Microsoft office Microsoft excel Microsoft word Microsoft Outlook Microsoft power point
- Ability to work in night shift
- have excellent oral and written communication skills

## INTERESTS

---

- Sports lovers rifle shooting the sports i like the most
- Traveling
- Interacting with new people to learn and read their mind
- Listing music
- Night owl

## LANGUAGES

---

- English
- Hindi
- Bhojpuri