*IT RECRUITER (RERCRUITING & BENCH SALES)*

SUMMARY

Having total 3+ years of experience in US IT Staffing, Technical Recruiting, H1B/Bench sales, H1b/Bench Marketing, Team Lead, OPT, CPT, EAD Hiring & Marketing, Aggressive, dynamic & result oriented with strong communication skills. Highly self-motivated and self-directed. Proven ability to self-manage multiple positions by screening, qualifying, coordinating interviews, negotiating and closing candidates.

Utilize a collaborative consultative approach and demonstrate a commitment to exceeding client expectations.

Core Competencies include

* Identify and acquire talent
* Technologically innovative.
* Create and present personal marketing packages.
* Extensive experience with applicant tracking systems.
* Sales and Advertising.
* Business Development.
* Troubleshooting/Problem Resolutions.
* Advanced Recruiting Techniques.

**PROFESSIONAL EXPEREIENCE**

**AURITAS LLC (Jan 2015-Present)**

**US IT Recruiter (Sr. Technical Recruiter/Bench Sales)**

**Auritas** **LLC** is a Global Provider of IT Staffing and Services, driven by a team of professionals bringing a wide spectrum of technological and management expertise. With an impressive list of clients, the company's highly experienced management team and employees offer you technology solutions that are tailor-made for your business needs. Auritas is dedicated in serving the individual needs of customers through personalized attention, flexibility, reliable service and innovative solutions.

**Responsibilities:**

* Responsible for handing whole life cycle recruitment, including candidate’s identification, interview, evaluation, salary negotiation, interview scheduling, and post interview aspects such as follow-up with the vendor for interview feedback, Po’s and Contract’s.
* Handling a team of recruiters, assigning work to the recruiters and fulfilling the client’s requirements by submitting best-fit profiles.
* Work according to multiple requirements in a high growth multitasking environment
* Business Development through Cold Calling, Email Campaigns and Internet searches.
* Identifying End-Clients and generating leads for Resource Management and Staff Augmentations
* Interviewing and short-listing consultants before submitting to the Client/Vendor.
* Retaining existing vendors by regular follow-ups through e-mails and cold calling.
* Building relationship with new vendors to generate business.
* Pay Rates Negotiation with Employers and Vendors.
* Perform all staffing functions needed to fill our clients open job requirements.
* Scheduling Interviews for Consultants and guiding them at the time of interview by providing the information of the client.
* Handling post interview aspects such as follow-up with the vendor for interview feedback, Po’s and Contract’s.
* Involved in training my team relating to contracts, negotiating process.
* Responsible for getting Tier1 vendor ship with clients like Confidential

**Sales**

* Posting resumes on various job boards and handling of inquires generated out of those.
* Submitting bench consultants for different requirements in job boards and following up with the clients regarding the update.
* Building relationship with the new vendors to generate business.
* Pay Rates Negotiation with Employers and Vendors.
* Scheduling Interviews for Consultants and guiding them at the time of interview by providing the information of the client.
* Handling post interview aspects such as follow-up with the vendor for interview feedback, Po’s and Contract’s.

**[LOM Networks Inc](http://www.linkedin.com/search?search=&company=Apex+Technology+Group+Inc%2E%2C&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name)**[.,](http://www.linkedin.com/search?search=&company=Apex+Technology+Group+Inc%2E%2C&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name) **(Jan. 13-Dec 2014)**

**Lead US IT Recruiter (Bench Sales)**

**Responsibilities:**

* Handling a team of 6 recruiters. Coach the team to perform as per the expectation.
* Recruiter with experience setting up interviews also sourcing, interviewing potential candidates, collecting visa status.
* Thorough study and analysis of client's requirement.
* Sourced potential candidates through job portals, networking, staffing companies, employee referrals and head hunting in target software companies.
* Proficient in recruiting candidates from all levels Junior Level to Senior Level.
* Hiring inputs: Meeting hiring managers to understand niche skill profiles.
* Get requirements from US IT staffing companies within all the locations across USA.
* Possess knowledge of sales and recruiting processes including sourcing, interviewing, reference checking, tracking, salary negotiations, and closing.
* Dealing with consultants on H1B, GC and CITIZEN, etc.
* Negotiating the rates on Contract, Contract to hire basis.
* Meeting the team & individual Goal.
* Working directly with end client’s requirements like Tier1 venders/Implementation partners.
* Have Direct Contacts with the T1 Vendors in USA.
* Marketing H1B/Bench Consultants by posting/submitting their resumes on various job boards.
* Preparing the CV and suggest any modifications required.
* Broadcasting the consultants profile to Vendors on regular basis.
* Negotiate the rate and billing terms and also sort out the issues in NCA/NDA/MSA raised by the legal team with the vendor/s or Implementation Partners.
* Knowledge of Corp-to-Corp, 1099 & W2.
* Experience on working with any job portals DICE, TechFetch, Monster, Corp2Corp, Career Builders etc.  
  Maintaining friendly rapport with the consultants and making them aware of submissions, vendor/Implementation partner’s calls and client interviews.
* Handling post interview aspects such as follow-up with the vendor for interview feedback, POs Joining and MSA.
* Keeping the management in loop on client’s interviews, project start dates etc.
* Coordinating with the consultant till he reports to the clients reporting manager.
* Aggressive, dynamic & result oriented with strong communication skills.
* Highly self-motivated and self-directed.

[**Vanco**](http://www.linkedin.com/company/49681?trk=prof-exp-company-name) **Technologies (Feb. 2012 – Dec 2012)**

**US IT Recruiter (Bench Sales)**

**Responsibilities:**

* Involved in Full life Cycle of US IT Staffing.
* Have Direct Contacts with the T1 Vendors or Implementation Partners in USA.
* Interacting, developing Tier-1 Vendor or Implementation Partners network daily basis to get the H1B/bench candidates placed in minimal turnaround time.
* Marketing H1B/Bench Consultants by posting/submitting their resumes on various job boards.
* Before submitting the Consultants resume, I will be keen to take the Client Details and the location, duration of the project and I also make sure that it may not be a double submission.
* Participating in weekly Meetings/Conferences with superiors to monitor progress.
* Preparing the CV and suggest any modifications required.
* Broadcasting the consultants profile to Vendors on regular basis.
* Negotiate the rate and billing terms and also sort out the issues in NCA/NDA/MSA raised by the legal team with the vendor/s or Implementation Partners.
* Experience on working with any job portals DICE, Monster, Corp to Corp, Career Builders etc.  
  Maintaining friendly rapport with the consultants and making them aware of submissions, vendor/Implementation partner’s calls and client interviews.
* Handling post interview aspects such as follow-up with the vendor for interview feedback, POs Joining and MSA.
* Keeping the management in loop on clients’ interviews, project start dates etc.
* Coordinating with the consultant till he reports to the clients reporting manager.
* Aggressive, dynamic & result oriented with strong communication skills.
* Highly self-motivated and self-directed.

**EDUCATION**

Master in Computer Applications (MCA)

PERSONAL DETAILS

Date of Birth : 09th Aug 1984

Languages Known : English, Hindi, Telugu, and Oriya

Current Location : Hyderabad