

ABHISHEK YADAV

ACCOUNT MANAGER

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A Vadodara, Gujarat

L [\(1\) Abhishek Yaduvansh | LinkedIn](#)

SPECIALTIES

- Technical Professional experienced in the full Recruiting Life-Cycle & Centralized Sourcing model. Proven ability to source, select, and hire, superior candidates for challenging opportunities.
- ❖ Strong knowledge of Staffing and Human Resources including all aspects of a full life cycle hiring process with experience in Technical Sourcing, Recruiting, employee screening, interviewing, and employment law.
 - ❖ Committed to producing results above and beyond expectations.
 - ❖ Worked on roles like Java Technologies, .NET, Manual and Automation Tester, ERP (Oracle Apps, SAP, People soft), Data stage, OBIEE, QA, Business Analyst, DBA (Oracle, SQL Server, Oracle Apps, DB2), and more.
 - ❖ Extensive knowledge of CRM (ZOHO), VMS (Fieldglass), JobDiva, Conrep & Ceipal Recruiting Software.

EXPERIENCE

Dec 2018 to Feb 2022

Senior Account Manager; **Codeforce360**

Feb 2013 to Nov 2018

Account Manager; **Collabera**

- ❖ I am responsible of working on the front line with clients and decision makers by making successful closures with them. I work hand-in-hand with the Recruitment Delivery Team, External Resource Managers as well as System integrator Managers to help filling their urgent/open requirements.
- ❖ Business Development activity - Reach out to new contacts through Cold calling and LinkedIn/Sales Navigator in order to generate new leads and convert them to contacts and all those data put into CRM (ZOHO).
- ❖ Worked with System Integrator through VMS (Fieldglass).
- ❖ Involved in Vendor call to get the proper feedback for particular challenging roles and pass that information to recruiting team in order to resource the quality profiles.
- ❖ Daily call with recruiting team to ensure deliver the customers and responsible for achieving the agreed business targets of individual team.

EDUCATION

M. Sc. – SP University, Gujarat - 2011

B. Sc. – SP University, Gujarat – 2009

KEY SKILLS

- ❖ Used CRM (ZOHO), VMS (Fieldglass), ATS (Application Tracking System) such as JobDiva, Conrep, and Ceipal.
- ❖ Talent Acquisition Techniques
- ❖ Candidate screening and assessment
- ❖ Knowledge of employment law and practices
- ❖ Relationship building
- ❖ Strong verbal and written communication skills
- ❖ Networking
- ❖ Negotiating
- ❖ Technical software skills
- ❖ Social media and digital Recruitment skills
- ❖ Multitasking

CLIENTS

- ❖ Accenture, Capgemini, Infosys & Facebook.

- ❖ Used different ATS (Application Tracking System) such as Jobdiva, Conrep, and Ceipal.
- ❖ Coordinate with the consultants to ensure fitment with the client needs; negotiate the rates or salaries; and ensure on-boarding, as per customer requirements.
- ❖ Analyzing, screening & submitting consultant profiles as per client requirements.
- ❖ Make an extensive follow-up of submitted profiles to the client via calls and/or emails and further push for scheduling the interviews too.
- ❖ Negotiate with the consultant as well as client and maintain a strong rapport with the consultant from interview to onboard the consultant.
- ❖ Managed the staffing process including allocation of work load among self/recruiting team by overseeing the activity and results of the team including completion of in-take sessions, posting requisitions, candidate sourcing, managing and screening of candidate flow, interview scheduling, candidate interviews, offer development and delivery, pre-employment screening, requisition closing, and new hire orientation and follow-up.
- ❖ Ensure that all phases of the recruitment life cycle including sourcing, screening, presentation, negotiation of offers and reference and background checks are properly coordinated, monitored, tracked, and executed.
- ❖ Responsible for clients / accounts management involving getting priority and exclusive requirements for the team. Responsible for clients / accounts delivery within stipulated time frame.
- ❖ Ensure that all phases of the recruitment life cycle including sourcing, screening, presentation, negotiation of offers and reference and background checks are properly coordinated, monitored, tracked, and executed.
- ❖ Managed the performance and development of the recruitment team & hiring 90-100 candidates annually.
- ❖ Done video interviews with the candidate Zoom call, Skype call & Hangout meet.
- ❖ Manage daily activity and sourcing strategy of technical recruiters, and assume responsibility for their coaching and mentoring. This includes accountability for daily, weekly, and yearly production goals, as well as ongoing career development.
- ❖ Communication with clients; trouble-shooting their complaints effectively in order to adhere to and contribute to efficient staffing operations. Develop relationships with both executive level and line managers in order to secure new business opportunities. Responsible for the growth and daily maintenance of a technical professional consulting staff.

Declaration: I hereby declare that the information provided above is true and all the document will be provided as required.

Abhishek Yadav