**B. SATYA SAGAR**

**779 998 2143 /** SatyaSagar9999@gmail.com / sagarcloud9999@gmail.com

**SUMMARY:**

* **About 5.5 years** of experience in US Recruiting for Part Time, W2, C2C & 1099.
* Sound knowledge of different Tax terms of US (W2,1099, Corp-Corp)
* Familiar with US time zones
* Honest ability to maintain confidentiality of work records. Deal and placed with almost all types authorized consultants in USA and Canada such as Citizen, Green Card Holder, H1B's along with EAD and OPT candidates.
* Having experience in the areas of Resourcing, Head Hunting, Internet Research, Rate Negotiation, Technical Support and Establishing Processes.
* Expertise in the gamut of tasks including filling the client’s requirements (recruiting from database / Internet), screening and reference-checking candidates for contract and permanent and contract to hire positions etc.
* Developing & implementing new marketing strategies by using marketing tools & convert potential IT Consultants into prospects.
* Developed the ability to effectively establish and maintain strong network of business relationships because of extensive experience communicating with clients, vendors, senior management and staff.
* Experience in recruiting technical non-technical in US markets.
* Good experience in Software consulting business with successfully achieving & exceeding targets.
* Quick learner with exceptional organizational, interpersonal, communication, negotiation and account management skills.

**TECHNICAL SKILLS:**

Operating Systems : UNIX, MS – Windows 9x.

DBMS : Oracle 8x, MS – Access 97.

Office Automation : MS – Office 97/2000.

**PROFESSIONAL EXPERIENCE:**

**Thoughtwave Software Solutions Inc., Visakhapatnam Mar'17 – Till Date**

**Lead US IT Recruiter**

**Responsibilities:**

* As a Technical Recruiter I am responsible for Handling end to end recruitment for mid/Senior level positions for different Clients – screening, short listing candidates, salary negotiation, offer roll out, conducting background reference checks, documentation, joining formalities, on boarding
* Collaborate with the manager for prospective candidates.
* Used the sourcing tools like Techfetch, Monster, Dice, LinkedIn, Referrals and Job Postings
* Submitting candidates on different tax terms like W2, 1099, C2C and per-diem basis.
* Handling recruitments on wide range of skill-sets and the positions i.e., junior, middle and senior management levels.
* In-depth assessment/analysis of client’s requirement
* Training for junior recruiters.
* Worked on Different technical skills like MMIS, HIPPA, SAP, Networking, BizTalk, Smart talk
* Working with Direct Clients and Implementation Partners
* Learned quickly and adapted easily to changing work environments.
* Handling our sub contractors for our client requirements.
* Maintaining good relationship Between Consultants and employers.
* Posting jobs in job portal like Dice, social networking sites.

**Keylent Inc., Visakhapatnam Jun'16 - Feb’17**

**Sr. US IT Recruiter**

**Responsibilities:**

* Understanding the manpower needs, expansion plans, organizational structure and souring relevant candidate profiles to fulfill the same
* Experience in Internet recruiting, sourcing & identify key talents for contract and full-time positions with clients, through various job sites, referrals & internal employee database.
* Working out methods to ensure that the recruitment targets are met.
* Use different resources for sourcing the candidates such as Monster, Career Builder, Dice, Techfetch, LinkedIn and Google search
* Effectively recruited candidates through Internet research, internal database, cold calling, referrals, networking, job fairs, and other strategies.
* Recruited and hired candidates in state and out-of-state for contract, contract-to-hire and permanent placements for all IT positions for multiple direct and indirect client companies.
* Negotiated salaries and hourly rates, extended offers of employment to successful candidates and filled all the necessary paper work after the hire.
* Tie-ups with other companies involved in similar business for Corporation-to-Corporation, 1099, W2 and Consultant for similar projects.
* Managing entire process from initial candidate sourcing to extending offers
* Obtaining feedback, debriefing, identifying candidate’s motivators (benefits, bonuses, etc)
* Negotiating terms of employment. Pre-closing candidates.
* Market pricing permanent hire and consulting (hourly rate) positions. Salary surveys
* Marketing, prospecting, client interactions and new business development

**Cloud Source Inc., Visakhapatnam Mar'13 - May'16**

**US IT Recruiter**

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* Maintaining good relationship Between Consultants and employers.
* Posting jobs in job portal like Dice, social networking sites.

**EDUCATION:**

* B. Tech (COMPUTER SCIENCE ENGINEERING) JNTU

**I hereby declare that the above furnished details are correct and complete to the best of my knowledge and belief.**

**B. SATYA SAGAR**

**Visakhapatnam**