Nagesh Birkale

Phone: 8007169371

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**Objective:**

In order to fulfill my goals I will work with sincerity and adds the best value to the organization with my efforts by continuously updating with the latest technology.

**Summary:**

* Extensive 2.3 + Years of experience in the field of IT (US - Staffing)
* Expert in Bench Sales including of H1B s, TN s, GC s, USC s & EAD s
* Coordinating with the consultant in order to know their comfortableness with the requirement before submitting to the Vendor.
* Posting the resume on all job portals like Dice, Monster, and social networking portals etc.
* Submitting the consultants to all the suitable job postings on all portals.
* Broadcasting the Profile of the consultant and the Holist of the company on a periodical basis.
* Track the submissions and make regular follow-ups.
* Reaching out for the maximum number of open requirements in the market.
* Intimate the entire team regarding client submissions to avoid duplications.
* Inform the consultant regarding the vendor calls and end client interview schedules.
* Prepare the consultants for the end client interviews.
* Negotiate rates with the Vendors/ Clients.
* Taking care of the Consultants whether they are comfortable with the work environment.
* Talking to the Vendors regarding the performance of the consultant and the quires that the consultant brings to my notice.
* Maintaining Good interpersonal Relation with the Client and the Vendors.
* Identifying potential Vendors and maintaining a healthy relation with them
* Besides working on Bench Guys, got handsome experience working on the Direct Client Requirements of our Recruiting Team.

**Professional Experience:**

**Sr Bench Sales Recruiter**

**Vuesol Technology Inc May 2019- April 2020**

**Responsibilities :**

* Responsibilities include calling on candidates and prime vendors, presenting consultants, negotiating & finalizing contracts.
* Submitting the profiles through different sources like DICE, Monster, Tech Fetch, Career Builder, Zip Recruiters Social Network and Google Groups etc.
* Broadcasting the Profile of the consultant and the Hotlist of the company on a periodical basis
* Searching requirements in Client main sites and career pages .
* Maintaining a database of potential Vendors
* Sourcing, identifying, the Requirements from vendors to place Consultants in quick turnaround time in contract, contract-to-hire and permanent positions
* Cold calling recruiters to know more about the requirement and finding better matched jobs for the consultant.
* Getting the Feedback from the Vendors and updating the consultants and Accounts Mangers.
* Speaking with the recruiters regarding the rate and getting the best as suggested by management.
* Worked extensively on marketing bench consultants.
* Interacting with Tier one Vendors and making new vendors to the company
* Involved in marketing of consultants on bench to the preferred vendors.
* Getting requirements for bench consultants from various sources like Prime Vendors, job portals and other Networking sites.

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**Bench Sales Recruiter Jan 2018 – April 2019**

**Superior Software Technology Solutions**

**Responsibilities:**

* As a Bench Sales Recruiter was involved in selling the bench consultants, including searching, qualifying, scheduling interviews, rate negotiations, and closing.
* Involved in sales i.e., bench consultants to the Vendors and Clients for the requirements.
* Searching the requirements for the allotted bench from portals, groups and with contacts. Sharing the requirements with the consultants by his/her comfort ability used to submit the resume to the recruiter.
* Keeping track of the start and end dates of the bench consultants
* Maintain daily & weekly status lists of all activities through MS Excel.
* Set up interviews and closed candidates for various positions.
* Process candidates from initial contact through entire interview/placement process which includes interview scheduling and follow up.
* Actively involved in marketing of consultants on bench to the preferred vendors.
* Responsibilities include calling on prime vendors, developing corporate account relationships, presenting consultants, negotiating and finalizing contracts.
* Negotiating rate with vendors & managing the long term relations with them.

**Education:**

Bachelor’s in Electronics and Telecommunication Engineering, May 2016, SRTMU Nanded, India.

**Strengths:**

* Self-motivated and determined.
* Quick learner.
* Strong Aanalytical, problem solving and communication skills.
* Planned and Organized in prioritizing the tasks.

**Personal Information:**

Name Nagesh Gangadhar Birkale

Date of Birth 08 August 1993

Gender Male

Languages Known English, Marathi & Hindi

Marital Status Single

Address Latur, Maharashtra 413512.

**Declaration:**

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

Place: (Nagesh Birkale)

Date: