



Nagasudhir.B

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Summary:

- A dynamic professional with 6+ years of experience in Recruitment, Talent Acquisition, Management and Recruiting Process Outsourcing (RPO) Recruitment Implementations.
- Extensive experience with full life-cycle recruitment to include creative sourcing techniques, screening, interviewing, offer extension/salary negotiation and employee on-boarding process.
- Successfully worked in recruitment strategies, working as a consultant to hiring authorities, human resources business partners, and candidates.

Professional Experience



5) Client Relationship Manager

Company: DataWave Technologies Inc

Duration: September 2019 To Till date

Responsibilities:

- Working with major Client Mphasis, Tietoevry, Greet Technologies, K2O Consulting, Juntran Technologies, TeamLease Services Ltd, MontBleu Technologies.
- Managing a team of 8 People and responsible for requirement allocation, target allocation, helping team to understand the requirement and weekly report generation.
- Understanding the job orders, creating job description, reference checking the candidates and taking final call for candidates before submission.
- Conducting Meeting every day & discussing about yesterday's issues & delivery & today's priority requirements.
- Role involves understanding the client's requirement & processing the requirements within a stipulated time frame & converting requirement into revenues stream.
- Managing Escalations & Counseling the candidates to address the possible No-shows.
- Executed the salary negotiation to enable band fit about the budget & as per the company standards.
- Responsible & Accountable for the team's target achievements every month & quarterly. Setting KRA's for the team.
- Monitoring the team in various areas to enable them to work independently towards broadly defined their goals.
- Preparing weekly & monthly reports.
- Daily, Weekly & Monthly hiring status report maintenance & updates
- **Financial Year 2019-20, Revenue of INR 00,43,21,026 (Operations start date September-2019)**



4) Team Lead/Account Manager

Company: People Frame IT Pvt Ltd

Duration: March 2019 to September 2019.

Responsibilities:

- Working with major Client Huawei, Accenture, HCL.!!
- Engaged with MSP Staff/Team for requirement clarification, process, and focus.
- Managed vendor management system (VMS) portals
- Extensive Client co-ordination and building relation with all TAG managers to understand their requirements and to deliver in quick QTAT.
- Manage the delivery of outsourced services to ensure customer satisfaction and increased revenue through client up-sell
- Monthly reviews with all the recruiters on their performance which includes – weekly external submittals, calling ratio, no. of requirements assigned vs. addressed.
- Coordinated interviews between clients and candidates to manage expectations between the hiring managers and candidates.
- Help in build a strong candidate pipeline for leadership level through Social Media Platform
- Involved in recruitment of junior & senior recruiters to improve in delivery.
- Managing the End - End recruitment process from requirement gathering from the TAG Managers to till candidate on-boarding (Interview Schedule, Offer Negotiation, Paperwork)
- Mentoring & motivating the team members to understand the client requirements and helping them in sourcing activities to ensure everyone meets to the management expectations.
- Experience in handling the staffing requirements for the
- **Financial Year 2019-20, Revenue of INR 00,18,31,135 (Operations March 2019 to September 2019)**



3. Senior Recruitment Consultant

Company: eCentric HR – Hyderabad, India

Duration: November -2017 to March-2019

Responsibilities:

- Short listing the senior profiles & arranging for their interviews
- Follow-up/co-ordination with stake holders.
- Different candidate sourcing strategies
- Salary negotiation with successful candidates
- Obtain references and carry out reference checks, escalating issues as appropriate
- Adhere to all organizational policies and procedures, including accurately recording all
- Resourcing activities on HR information system
- Building and maintaining relationship with various recruitment sources e.g. Placement Agencies, Educational institutions, Job portals etc.



- Review and monitor recruitment strategy, vacancies on a periodic basis
- Experience in handling the staffing requirements for the major clients like Deloitte, KPMG, and Hot Analytics.



2. Lead/Senior IT Recruiter

Company: Niranta Solutions & Services Pvt. Ltd – Bangalore, India

Duration: July-2016 to September-2017

Responsibilities:

- Managing the recruitment cycle from requisition capturing till on boarding which involves - sourcing, screening, short listing, scheduling, coordinating interviews, pre-hire process, offer negotiation, Releasing Job Offer Letters & post-offer follow ups.
- Preparation and Maintenance of the candidates resume database & records, Resource Tracker, generation of Monthly/weekly flash reports.
- Regularly Interacting with SPOC's and Business Leads to understand hiring needs
- Handling Team of 4 : Training team on critical skills, in order to help them achieve their monthly targets.
- Handle end to end volume of recruitment across all levels in the Organization within the given TAT (Turn Around Time)
- Identify and source the right candidate to match the suitable opening in the organization
- Vendor Management, Client Coordination.
- Experience in handling the staffing requirements for the major clients like **Amazon, Dell, Fidelity Investments, Oracle SSI, Jda, Sankalp Semiconductor, Maveric, Mast Global (Lbrands).**



1. IT Recruiter

Company: Techy Soft Pvt.Ltd (Dissolved) – Bangalore, India

Duration: July-2014 Jun-2016

Responsibilities:

- Interfaced with clients requiring staffing services to determine number of hires, salary, positions, and job descriptions for short-term and long-term temporary employees.
- Sourced resumes to select best qualified candidates and interviewed candidates to better assess qualifications and ascertain personality, personal character, and work ethic.
- Validated applicants' references and communicated with previous employers to qualify capabilities and verify work history.
- Followed up with clients to evaluate
- Experience in handling the staffing requirements for the **major clients** like **Cognizant, SAP, and Sonata.**

**Strengths:**

- Quick in learning
- Confident, hardworking & dedicated to work.
- Good communication skills
- Excellent decision-making skills with a positive approach
- Friendly with an upbeat attitude

Personal Details:

Name : Nagasudhir.B
Date of Birth : 21-06-1987
Marital Status : Single
Language Known : English, Hindi, Telugu

References: Available on request.