**PROFILE OF MY WORK EXPERIENCE**

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***Objective:***

***“Obtain a position as a team-player in a people-oriented organization where I can maximize my US IT staffing experience in a challenging environment to achieve the corporate goals.”***

***Summary:***

* Having 9 Years of experience with a focus on **US IT Recruitment. (Sales and Recruitment)**
* Good knowledge on QA and Automation and Selenium, Jira and Java.
* Having hands on experience sourcing Automation and selenium profiles.
* I worked with HCL and Pharma clients for their open requirements.
* Having good knowledge in Testing and Automation and placed consultants accordingly.
* Having good knowledge about US Tax Terms like C2C and W2, 1099.
* I worked with Implementation partners associated with the Organization.
* Worked with the mostly Prime vendors, like **Experis** and **Judge Group**, **Insight global**, **Black Tree tek and with Implementation partners like Wipro, Tech Mahindra, TCS.**
* Mostly worked on W2 and **Corp-to-Corp and FTE** basis requirements only.
* For sales I used to Get requirements from job portals like **Dice, Techfech** and other US job portals.
* Having good knowledge about **H1** visas and **OPT EAD, GC** and how to market them and get placement in a good organization.
* Excellent time management and organization skills, highly dependable, enthusiastic motivator, and a strong team player skill at all levels of the staffing process.
* Area of IT recruitment/Vendor Management Successful recruitment management and development experience.
* Good at **negotiating** payment to the vendor for Corp-to-Corp basis requirements.
* Demonstrative ability to understand the technical requirements and act fast accordingly providing information to the talented Sales/business development team.
* Source **qualified** requirements **through referrals, vendor list, Internet job sites** (Monster, Techfetch, etc.), Career Fairs.
* Prepare candidates for interviews by providing detailed information on the **company/ Client, business strategy, department background, job descriptions, and expectation** setting.
* Strong expertise in Vendor Management skills.
* Good at presentation and salary negotiation and closing skills.
* Done sales, including US Citizens, Green card Holders, and H1B consultants.
* Expert in handling **Java, .Net** Requirements.
* Worked with all kinds of customers and end to end process.
* I know multimedia software’s
* Knowing web tech. Like **HTML, XHMTL, CSS.**
* Having a little bit of knowledge about **Java/J2ee**.
* Having a good attitude about learning new things form people who know better than me.

***Experience:***

* VASTEK Group Inc, Begumpet, Hyd, Telangana (Aug 2020 to Till)
* Compliance G Pvt. Ltd. Kukatpally, Hyd, Telangana (Aug 2019 to Aug 2020)
* Sigma IT Corp Inc, Missouri, USA. (Oct 2017 to April 2019)
* Kovid Analytics Inc., Banjarahills, Hyd, Telangana (March 2017 to Aug 2017)
* EZtek Inc Pvt. Ltd. Basheerbagh, Hyd, Telangana (Dec 2014 to Feb 2017)
* Enthsquare Pvt. Ltd. Madhapur, Hyd, Telangana (Nov 2013 to Nov 2014)
* RR Donnelley, Chennai, Tamilnadu. (Aug 2012 – Sep 2013)
* 2AD PRO, Chennai, Tamilnadu. (Nov 2011 – Aug 2012)
* Airtel (CSE), Rajbhavan Road, Hyd, Telangana. (March 2009 – Dec 2010)

***Project Details:***

1. **VASTEK Group Inc. (US IT Staffing Recruiter) (Aug 2020 to Till)**
   1. VASTEK have Sales and Recruiting firms.
   2. Very good knowledge in QA and Selenium and Jira and Java.
   3. I Used to work with H1 and H1 transfers, sometimes GC, US Citizens.
   4. Mostly worked on QA and Automation and .Net profiles.
   5. We are a 6 people team size.
2. **Compliance G Pvt. Ltd. (US IT Staffing Sales) (Aug 2019 to Aug 2020)**
3. It’s a Pharma related company.
4. We worked mostly on Pharma related requirements.
5. Dealing with direct clients, who are Pharmaceutical.
6. It’s a NJ location-based company.
7. Team size of 5 people in sales.
8. Here I worked on C2C based and W2.
9. Mostly worked with H1 and H4 EAD.
10. **Sigma IT Corp Inc, (US IT Staffing Sales) (Oct 2017 to April 2019)**

1. It’s Missouri based company.
2. Mostly worked on Java, .Net profile.
3. I worked on H1b and OPT consultants mostly.
4. I’ve placed my consultants to well-reputed companies.
5. I’m the responsible person for all OPT consultants who are on our bench.
6. Here I worked mostly on Corp to Corp requirements.
7. More we used to get requirements from 3rd party.
8. Most of the times I worked on HCL and Synergy requirements.
9. Most of the requirements from State Clients. (QA, Java, .Net)
10. **Kovid Analytics Inc,(Technical Recruiter) (Mar 2017 to Aug 2017)**

1. It's a startup company with a team size of 5 members.

2. Kovid is the online training institution where they train consultants on Hadoop and Devops.

3. Mostly I worked on H1 Transfers and Citizens.

4. And I worked various technologies not only particular one technology here with Kovid.

5. But mostly into Java and Hadoop technologies and other technologies as well.

1. **EZtek Inc Pvt Ltd. ( Technical Recruiter) (Dec 2014 to Feb 2017)**

1. I worked mostly with Java and QA and BA and PM based requirements.

2. Most of the requirements will be coming from HCL America and TCS and some other 3rd party.

3. Mostly worked on **Corp-to-Corp** basis requirements only.

4. Didn’t get any chance to work on any other technologies to explore my self in the industry.

5. Having a good attitude about learning new things which is good to grow in my carrier.

6. Having good knowledge about **H1 visas and OPT EAD, GC**.

1. **Enthsquare Pvt Ltd. (Sales) (Nov 2013 to Nov 2014)**

1. Searching for good requirements on Monster, Dice, Career builder for Corp-Corp and also on a local database by applying appropriate search strings.

2. Responsible for sales on a **C2C** basis.

3. Also keep the track record of resumes, so that if I get any new consultant on my bench where I can help them with the old profiles for making profiles show how strong it is.

4. Provided weekly and monthly submittal reports using **MS-Excel** to management regarding the performance statistics.

5. Work closely with the **BDM**/ onsite team to submit to good vendors on time

8. Good knowledge of **US tax** terms.

9. Good at various job boards effectively to identify and getting qualified requirements.

10. Good at search quality requirements for my bench.

11. Identify, assess, prioritize, qualify and close new business opportunities.

12. Follow-up with my Manager as well as the candidates till the selected candidates get the offer letter and joins.

13. I have done 12 placements with Enthsquare.

1. **RR Donnelly Pvt Ltd. (Client service Executive) (Aug 2012 – Sep 2013)**

1. RR Donnelley is one of the biggest **MNC** in Asia. And it is **USA** Concern.

2. Worked as a **Team Lead** with the members of 40 under my control.

3. it’s completely **Designed** based and **Printing** based process.

4. I do take calls from clients and follow up with the team for client requirements.

5. Sometimes need to sit with clients directly and need to solve their problems.

6. And mostly quires about Print process and designed based problems.

7. And got 5 times appreciations from clients, for solving their problems with their expectations.

8. Maintaining reports up to date with clients and with my manager.

1. **2AD Pro media solutions Pvt Ltd. (CSE) (Nov 2011 – Aug 2012)**

1. 2AD PRO is the **BPO**. This is having 2 branches in India. Bangalore and Chennai.

2. Here also I worked as a **Team Lead** with the members of 30 under my control.

3. This is an upcoming company with **Designing and Digital Printing**.

4. Company clients are full and full of **NZ and AU**.

5. Sometimes I need to sit with clients and face to face problem-solving.

6. Maximum I do solve their problem on **phone or** **Skype or Gmail chat**.

7. I need to attend the calls from clients directly.

8. I need to handle the situation and need to satisfy the clients.

1. **Bharati Airtel Pvt Ltd. (CSE) (March 2009 – Dec 2010)**

1. This is a leading **Telecommunication** in India.

2. I worked here as a **CSE**.

3. It is an **inbound** call process. Domestic call center

4. Needs to take calls and do respond to the Airtel customers.

5. And need to solve their problems on the phone call.

***Achievements:***

***1. Got good compliments from NZ and AU clients’ duration of 2AD PRO.***

***2. Got award as a good Team Lead for NZ Clients’.***

***3. While working with Airtel got clients' appreciation for solving the problem of the customer.***

***Education:***

1. **BSc. Computer science from OU.**
2. **Multimedia from MAHATMA GANDHI UNIVERSITY.**