**SAI PRASAD**

**9533737016**

**Saiprasad2811@gmail.com**

**SUMMARY**

* Total experience of 8+ years in IT Recruitment industry.
* Involved in Full Cycle Technical Recruitment such as sourcing, Identifying, Interviewing, screening, formatting and placing personnel in quick turnaround time in contract, contract-to-hire and permanent positions in the Information Technology (IT) industry.
* Head hunting skills to source consultants through LinkedIn, Google groups, social networks.
* Extensive experience on job boards such as Naukri, LinkedIn recruiter, Indeed, Dice, Monster, techfetch etc.
* Sound knowledge of different tax structures of US (W2 and 1099 and C2C).
* Familiar with time zones like IST, CST, MST and EST.
* Ability to work effectively in high-pressure environments.
* Recruited resources in various technologies like .NET, Java, AWS, Big Data, front-end technologies, backend technologies, Data science, Business Intelligence (BI), Salesforce, SharePoint.
* Maintained consultant details in database like MS Excel, Bullhorn tear sheets, Maxhire.
* Good Understanding on various IT technologies/platforms.
* Strong interpersonal and communication skills, strong attitude towards team work and goals achievement.

**CAREER OBJECTIVE:**

To obtain a challenging position in a company which encourages and rewards outstanding performer Combining my in-depth work experience and educational skills will enable me to make an immediate and lasting contribution to the organization.

**TECHNICAL SKILLS AND KNOWLEDGE:**

* CRM Software : Bullhorn, Agile1 tool, Field glass, Taleo.
* Job portals : Naukri, Shine, Indeed, Dice, LinkedIn Recruiter, Monster
* Application Tools   : MS OFFICE (Outlook, Word, Excel, notepad etc.)
* Operating System : Microsoft Windows XP and 7, 8, 10.

**REQUIREMENTS WORKED:**

* .NET Developer
* Java Developer
* Frontend/ Backend
* BI/ETL/Informatica developer
* Windows systems Admin
* Data Scientist
* Sharepoint developer
* Project/ Program manager
* CRM/ Salesforce Admin/developer
* Python developer
* Windows, VMware, Linux, Unix,

**PROFESSIONAL EXPERIENCE:**

**Antra Info Solutions, - Hyderabad, India July 2019- June 2020**

**Senior Recruitment Executive**

* Was Responsible for handling the complete recruitment and hiring process as individual contributor.
* Attending the client call for the detailed information about the requirements.
* Maintained a database of different skills with their rates, location etc. to ensure fast servicing of requirements.
* Worked with clients i.e. Expedia, Neustar etc. and placed many candidates.
* Excellent knowledge of recruiting and hiring processes including sourcing, screening, interviewing, reference checking, tracking, salary negotiations, and closing.
* Negotiating with the candidates on their Pay rate/Salary to come within the allotted bill rate of the company.
* Coordinating with the candidates/clients and scheduling the interview slots based on the availability of the candidate and the client.
* Was Responsible for Conducting weekend drive for Niche skills and following-up with candidates to make sure they turn-up for interview at client location.
* Used tools : field glass

**Prudent Technologies and Consulting Inc. - Hyderabad, India Jan 2013– June 2019**

**Sr. Technical Recruiter/Team Lead**

**Responsibilities:**

* Leading a team of 6 to 8 employees and training them in full life cycle of IT recruitment.
* A special training on sourcing, screening, shortlisting, scheduling the interviews, pay rate / salary negotiation etc.,
* Encouraging team members to achieve the targets on or before given time frame.
* Apart from leading a team, was responsible for sourcing, interviewing and screening information technology professionals (IT) for assigned positions, through various techniques including internet mining, cold calling and mining databases.
* Worked on Domestic (India) recruitment and US staffing for internal positions using Tech fetch, Dice, monster, and LinkedIn recruiter.
* Possess excellent knowledge of recruiting and hiring processes including sourcing, interviewing, reference checking, tracking, salary negotiations, and closing.
* Developed and implemented creative approaches to finding and attracting candidates.
* Experience in recruiting consultants on Contract, Contract-to-Hire and Full time positions**.**
* As per requirement calling consultants and third-party vendors.
* Placed US Citizens, Green Card holders, H1B, TN visa holders, EADs, OPT, for numerous positions.
* Extensive Knowledge on 1099, W2 and C2C recruiting which is related US staffing.
* Negotiating with the candidates on their Pay rate/Salary to come within the allotted bill rate of the company.
* Maintaining one to one relationship with a consultant who leads to better understanding about their core expertise and in better servicing of client requirements.
* Maintained a database of different skills with their rates, location etc. to ensure fast servicing of requirements.
* Coordinating with the candidates and scheduling the interview slots based on the availability of the candidate and the client.
* Tools Used : Bullhorn, MaxHire, Techfetch

**Saanvi Technologies LLC - Hyderabad, India Nov 2011 – Dec 2012**

**IT Recruiter (Staffing)**

**Responsibilities:**

* Extensive knowledge on US VISA terms like H1B, OPT, CPT, EAD, GC, GC – EAD, TN, E2 etc.,
* Possess good Knowledge on C2C, 1099 and W2 recruiting.
* Expertise in getting responses from Candidates/vendors through job postings on various job boards and sites.
* Expertise in Sourcing, interviewing and screening information technology professionals for assigned positions.
* Sourcing the consultants as per the skill and requirement which are assigned to me.
* Calling consultants and third-party vendors and finding the right match for the requirement.
* Getting Confirmation from consultant/ vendors prior to submitting profile
* Recruiting resources in various technologies and work effectively in high-pressure and achieving targets.
* Negotiating on the salary part and scheduling the interviews.

**PROFESSIONAL ACHIEVEMENTS:**

* Service reward for working in the same company for 5+ years.
* Achieved best employee award for getting highest placements from offshore team.

**CURRICULAR ACTIVITIES:**

* Organized Swine-flue preventive medicine distribution program in Pragathi Degree College clubbed with Lion’s Club of Hyderabad.
* Participated in blood donation programmes organized by Red Cross society.
* Participated in NSS camps and awarded as best team lead.

**PERSONAL DETAILS:**

* Name: Sai Prasad Tingirkar
* Gender: Male
* Date of birth: 28th, May
* Location: Jiyaguda, Hyderabad

**EDUCATION:**

* Bachelor’s degree in Electronics from Osmania University, Hyderabad.

**DECLARATION:**

I hereby declare that the above information furnished by me is true to the best of my knowledge and belief.

**PLACE: HYDERABAD SAI PRASAD T**