

Siddhesh Gaonkar

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OBJECTIVE:

Decisive Sales Manager with 8+ years of experience driving profitability through strategic growth and passionate leadership. Presently seeking a suitable leadership position with a market-leading, high-growth company that offers opportunities for advancement.

KEY RESULT AREAS:

- Business Development
- Global Reporting
- Talent Search
- SLA & Delivery Management
- Process Improvement
- Key Account Management
- Agent Networking
- Training & Development
- Team Building
- System knowledge & multitasking.

ACCOMPLISHMENTS:

- As a BDM for **Kelly Services**, I was responsible for Client Acquisition from Pharmaceutical and related sectors. I was able to establish contracts with Sun Medical City and Suburban Diagnostics each with a potential revenue of close to 50 lacs during my short tenure of 6 months in at Kelly.
- As a BDM for The **Gheewala's** I was responsible for Market Expansion. As a KAM I was servicing over 600 of our customers.
- **Successfully established** an International Recruitment business unit with a startup.
- Abreast and adept of the wide array of Recruitment Services viz Executive Search, Contract Staffing, Payroll and HRMS software services, well as Training and Development workshops.
- **300% year-over-year increase in revenue** for FY 2018 since my appointment as Business Development Manager.
- Boost in the number of deployment through **International Channels**.
- Arranged and attended several **mega-drives** for our Major Accounts.
- Collaborated with the branches and franchises on **turnkey projects**.
- **Trained HR/Sales team** in all recruitment portals and developed an independent team in order to reduce the cost of recruitment consultancies.

WORK HISTORY:

Sales Manager with White Hat Jr.	06/2020 to 01/2021
Assistant Business Development Manager – Consumer & Science Kelly Services India Pvt Ltd, Andheri, Mumbai Reporting to Branch Manager	07/2019 to 03/2020
Business Development Manager M Gheewala Global HR Consultants, Tardeo, Mumbai Reporting to MD	07/2017 to 07/2019
Team Lead / HR Business Partner United Group, Malad, Mumbai Reporting to CMD	08/2014 to 12/2016
Business Consultant Universal Hunt Pvt Ltd – Malad, Mumbai Reporting to Business Head	06/2012 to 06/2014
Consultant	

Responsibilities as Business Development Manager:

- Identifying business opportunities from different verticals such as Oil & Gas, Infrastructure, IT, Hospitality, Manufacturing, etc and winning new clients for Permanent and Contractual Hiring.
- Daily activity tracking of our Onsite Representatives. Follow up on their leads until we have a Contract.
- Analyzing business potential, execute strategies to drive business operation, augment turnover and achieve desired target.
- Define sourcing strategies against each defined JD like Job Portals/Consultants/Head Hunting/
- Systemizing work allocation among the team members.
- HR screening and Technical Screening.
- Identifying proper candidates from different verticals to fulfill clients' requirements.
- Monitoring competitor activities and devise effective counter measure.
- Looking for Billing and Collection of existing clients.

Responsibilities as Business Consultant:

- As a lead- Played a crucial role in capability development of recruitment team for Universal Hunt in terms of skill and size both.
- Leading and mentoring a team of 10 recruiters.
- Allocating requirements to the team based on various criteria.
- Screening resumes sourced by the team for quality and submitting to the client.
- SPOC for several of our International Accounts from Middle East, Africa, well as EU.
- Supervising interview drives in case our international clients plan a visit to India for recruitments.
- Vigorously keeping track of selected candidates until they join.
- Offering advice to both clients and candidates on pay rates, training and career progression.
- Posting jobs on recruiters' portals viz, Monster, MonsterGulf, Naukri, Timesjobs, LinkedIn.
- Briefing the candidate about the responsibilities, salary and benefits of the job in question.
- Maintaining the database of resumes.

QUALIFICATION:

- **Pursuing B.Com** – Mumbai University
- **Higher Secondary Certificate (HSC)** – St Rock's Institute - Maharashtra State Board - 2009
- **Secondary School Certificate (SSC)** – St Lawrence High School - Maharashtra State Board - 2006

COMPUTER SKILLS:

- Operating Systems: MS-Windows 98, 2000, 2003, 2007, XP, Window 7, Ubuntu, Mac
- Office Suite (Word, Excel, PowerPoint, Outlook)
- Suites: ERP, PowerHunt, HireCraft

PERSONAL DETAILS:

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| ▪ Marital Status : Single | ▪ Nationality : Indian |
| ▪ Date of birth : 6 th April, 1990 | |
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Place:**Date:**