**VAMSIKRISHNA P**

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# Objective:

To pursue a challenging career in a progressive organization that gives me scope to enhance my knowledge and skills, in order to cope with the latest technologies and at the same time to make myself distinguished among the community wherever I work. To be a part of a reputed organization and contribute to its development through a dedicated and smart work and in turn develop my own knowledge base and skills.

**Summary:**

* + - * Sound knowledge of working with ERP systems.
      * Very well versed with using internet and new technologies
      * Highly motivated team player with excellent analytical, networking and negotiation skills. Well-organized, strong work ethics and willingness to work hard to achieve objectives.

# Experience Summary :

* + - * Worked with 9to9 Software Solutions LLC as Sr. Resource Specialist , Hyderabad, From Feb 2019 to Till date.
      * Worked with [Srishtitek](http://www.srishtitek) Inc as Sr. Resource Specialist, Hyderabad from March 2016 to Till Date.
      * Worked with [Insicloud](http://www.insicloud) Inc as Sr. Technical Recruiter , Hyderabad, From Feb 2014 to Mar 2016.
      * Worked with Promokap Inc Inc as IT Recruiter , Hyderabad, From Aug 2012 to Jan 2014.
      * Worked at  [Celestialbiolabs](http://www.celestialbiolabs) as System Administrator & ERP Consulant ,Hyderabad From Aug 2007 to May 2012.

# Work Experience:

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| Role | | **Sr. Resource Specialist** |
| Organization | | [www.srishtitek.com](http://www.srishtitek.com) |
| Duration | | March 2016 to till date |
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**Responsibilities:**

* + - * Handling full life cycle Sales and Recruiting activities for US to include; Posting Positions, Prescreening & Interviewing candidates over phone, obtaining leads and reference checking, client interview arrangements, closing and offer preparation.
      * Responsible for closures of technical professionals into both contract and permanent employment opportunities.
      * Has strong experience with high volume recruiting. Possess strong sense of Urgency, Flexibility, and has sole responsibility of one of major account
      * Working with Accounts / Resource managers on all staffing related issues, such as recruitment, selection of candidates, offers, salary negotiation, interview techniques and closing candidates.
      * Discuss the "core" of the job description, and deliver exceptional IT candidates in a timely fashion.
      * Gathering and maintaining placement statistics for client and internal reports and benchmarking purposes.
      * Negotiating, Reviewing and Executing Master Agreements and Bill Rates with Vendors and Clients.
      * Performing reference checks and arranged drug screens and background checks on applicants.
      * Developing effective and innovative recruiting strategies for attracting and sourcing high quality technical candidates for client companies.
      * Recruiting experience related to varied skills and technologies like ERP, CRM, Data warehousing, Database experts, systems administration, Internet Technologies. Embedded systems, Telecom/Datacom, and Networking.
      * Create and maintain a custom database of candidate contacts and job requisitions from open to close
      * Posting and maintaining jobs online
      * Pre-interview preparation and post-interview follow-up
      * Interviewed candidates to establish a relationship by conducting personal interviews to match skills to a specific client job order while adhering to labor and employment laws.
      * Extensively worked on negotiating of rates on W2/1099/ CTC

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| Role | | **Sr. Resource Specialist** |
| Organization | | [www.srishtitek.com](http://www.srishtitek.com) |
| Duration | | March 2016 to till date |
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**Responsibilities:**

* + - * Receiving the requirement from the team lead or Account Manager.
      * Analyze the requirement.
      * Doing searches according to the Job Orders given by the Client’s in (Job boards).
      * Initial phone screens, short-listing profiles as per client requirement.
      * Involved in full cycle Recruitment involving sourcing, identifying, interviewing, and screening, qualifying, and negotiating rates.
      * Ability to operate independently and competently generate a team environment
      * Very much comfortable in doing the business on C2C,&W2.
      * Responsible for candidate recruitment to meet the staffing needs of the company's clients in US. The priorities of these efforts are market driven and set by management.
      * Sourcing candidates through different job portals like Dice, Monster, etc and upload the final resumes
      * Searching the resumes from (database/web/jobsites corp to corp, Dice, Monster& Career Builder) to source out the required resumes.
      * Updating the Sourced resumes into Excel sheet and formatting resumes.

**SPECIAlTIES:** Full-Cycle Recruiting, Deep Sourcing, Active/Passive Recruitment, Boolean Search, Social Media/Social Networking (LinkedIn, Twitter, Facebook & Google using advanced Boolean strings), Promotion Strategies, Interview Preparation, Resume Editing, Candidate Sourcing, Human Resources, Professional Development, Communications & Business Development.

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| Role | | Sr.Technical Recruiter |
| Organization | | [www.insicloud.com](http://www.insicloud.com) |
| Duration | | Feb 2014 to Mar 2016 |
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**Roles and Responsibilities:**

* + - * Doing Headhunting & screening the resumes from various mediums from job portals & Social   
        networking sites like LinkedIn, Twitter - etc.
      * Working on multiple requirements on the same day.
      * Coordinating with the Client, scheduling & conducting the interviews.
      * Following up with the candidates before & after they join the company.
      * Posting Job Ads & Mass Mailing through job portals and application tracking system (ATS).
      * Working on Corp to Corp (c2c), W2.
      * Working on Contract, Contract to hire, and full time (permanent or direct hire) requirements.
      * Working with clients with TCS, Infy.
      * Create and maintain daily, weekly & monthly recruiting activity reports.
      * Attend weekly meetings and sending minutes of meetings and schedule the targets for upcoming week.
      * Good level skills in sourcing resumes through Job Boards & Salary (pay rate) negotiation with candidates/ employers.
      * Work very closely with HR business partners, compensation department and hiring managers.
      * Present qualified candidates to the managers.
      * Search for candidates on various Job-portals like Dice, Monster, Career Builder, and our internal   
        Database.
      * Conducting preliminary interviews with candidates to ascertain their competencies, skills and   
        aspirations (based on work, position, salary and relocation etc) and Short listing the candidates as   
        per the client requirement.
      * Negotiating with both company and candidate on position, job responsibility and compensation   
        package.
      * Responsible for contract, contract-hire & full time placements of IT professionals in the US.
      * Expertise in Full recruitment life cycle, IT staffing-Contract and Permanent Placements.

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| ProjectName | In-House Support and Maintenance |
| Client | Celestial Labs (Hyderabad) |
| Role | SYSTEM ADMINISTRATOR & ERP Technical Consultant |
| Organization | [www.celestialbiolabs.com](http://www.celestialbiolabs.com) |
| Duration | Aug 2007 to May 2012. |
| Environment | Windows 2000 /2003/2008 R2 Server, Windows XP, Windows 7, Untangle Firewall, VoIP Server Manager. |

#### Project Description:

#### Celestial Biolabs Ltd (CBL) is an ISO 9001-2001 certified company with a decade of experience in Insilico Drug Discovery and Development, and contract research services Celestial Biolabs is recognized by DSIR (Government of India) for its R&D endeavors in the Insilco Drug Discovery software development. Celestial has been providing customized solutions and services in Bio-IT as well as research services over a decade.

#### Roles & Responsibilities:

* + - * Troubleshooting client systems like Windows 2003 XP, VISTA
      * Configuration and Troubleshooting Outlook.
      * Installing and configuring new hardware and software.
      * Adding, removing, or updating user account information, resetting passwords, etc.
      * Responsibility for documenting the configuration of the system.
      * Insuring that the network infrastructure is up and running.
      * Performing routine audits of systems and software
      * Applying operating system updates, patches, and configuration changes.
      * Taking Backups regularly, Desktop support / Help desk calls support
      * Hardware troubleshooting, LAN & WAN Maintenance
      * Installation, Configuration and Administration of Windows 2003 Servers.
      * Installation & configuration of Active Directory Services.
      * Active Directory users and groups management
      * Installed and configured DHCP Server.
      * Created Users, Groups, Organizational Units.
      * Assigned Sharing and Security Permission for the users of the Domain.
      * Created different type of Profiles for the employees
      * Configuring site to site and site to client VPN connections for Remote Clients.
      * Knowledge of performing Backup and restoration.
      * Planning and assigning Group policies for users and computers
      * Troubleshooting the technical problems regarding Internet authentication and problems in operating systems.

**Academic Qualifications:**

* + - * M.C.A from Osmania University .
      * B.sc( Computers) from Osmania University.