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| Career Objective |

Multi-talented research fellow consistently worked in start-up environment in planning and operational improvements. Experienced in technical recruitement,project management , operations, sales positively impacting overall morale and productivity.

**PROFESSIONAL SYNOPSIS**: A Bachelor of Technology in Electronic and communication engineering from **Jawaharlal Nehru Technology University, Hyderabad**.

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| Work Experience |

* **Above 3+ years** of extensive experience in research, technical hiring , project management, operations with all phases of knowledge in building business from early age start-up to mid-scale environment and above.
* Excellent working knowledge of **Research**, **Technical recruitment,** **Project management**, **Operations,Sales**.
* Ability to ramp up quickly on board candidates and adopt solution from within the company or from the open Source community.
* Ability to design considering scale, availability, performance and reliability aspects.
* Extensive hands-on experience in social media recruiting and networking**.**
* Excellent working knowledge of multiple industries.
* Having exposure on Market Research & Market Intelligence.
* Having hands on exposure in using  **multiple job portals and local market recruitment strategy across INDIA,US,UK,EUROPE.**
* Developing a comprehensive industry taxonomy being used by the company through industry analysis.

**Skills**:

Technical recruitment

Strategy planning

HR Operations

Marketing  
Project management

Management consulting

Sales   
International recruitement(US,UK,EUROPE)

Strong Negotiation

Technology researcher

|  |  |  |  |  |
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| Academic | | | | |
| **Masters** | **2017-2018** | **Computer science and management** | **Discontinue** | **Wroclaw university of science and technology** |
| **B. Tech (E.CE.)** | **2012 – 2016** | **Electronics and communication** | **57 %** | **Vijay rural engineering college** |
| **10+2** | **2010** | **MPC** | **84 %** | **Sri chaitanya junior college** |
| **10** | **2008** | **SSC** | **92%** | **Vijay high school** |

**WORK EXPERIENCE:**

**2/10/2019-Present**

**Research fellow- Freelancer (Independent consultant)**

**Job responsibilities:**

* Research and identify new business opportunities.
* Consult with C-level clients to achieve online marketing and business goals.
* Design marketing solutions using product knowledge to optimize success for our customers.
* Identify the customer's needs and challenges.
* Advocate solutions to deliver an excellent client experience .
* Work with multiple stakeholders and be the voice of the client internally.
* Experienced in understanding complex staffing requirements and sales.
* Developing pipeline, leads, opportunity dashboards.
* Hands on experience in building customer relationships at C and D levels.
* Worked with multiple E-Learning , E-commerce industry and Health care industry.

**11/06/2019–28/09/2019**

**Research consultant (Contract)**

**Vedak(www.vedak.com )**, **Bengaluru (India)**

**Job responsibilities**:

* Working in multiple projects with global management consulting firms in analyzing their project requirements and core operations.
* Developing a comprehensive industry taxonomy being used by the company through industry analysis and research.
* Research expertise in Project management, Operations.
* Worked on gig economy.
* Worked directly with founder of the company.
* Handled core operations in multiple industries projects across globe.
* Handling requirements from IIM/MDI/ISB/FMS.
* Handling core operations in multiple industries projects across globe.

**22/01/2019 – 30/05/2019**

**Senior talent detective(Contract)  
  
Hiringstack.com, Bengaluru(India)**

**Job responsibities:**

* Worked for AI/Machine learning based companies.
* Worked on few tech requirements backend Developers (Java / ROR / Python),Fullstack developers,Engineering Managers,UX Designers,Product Managers,Data Scientist,Data scientist manager,Delivery Manager,SDE1,SDE2,SDE3,QA/QC/QE,CTO.
* Handled requirements across India.
* Hiring Software developers from Junior level to senior level.
* Worked with best product based clients Amazon,Indeed,Intuit,Browserstack,Synup,Roadzen,Helloverify,Dream11,Synaptic.
* Worked directly with founder of the company.

**Strengths**

* Good analytical skills.
* Quick learner and easily adaptable to new environment.
* Leadership
* Managing time and stress.
* Managing individual decisions
* Recognizing, defining, and solving problems
* Motivating and influencing others .
* Setting goals and articulating a vision .
* Team building
* Managing conflict

**Declaration:**

I hereby declare that the information provided by me is correct to my knowledge and my experience.