**Summary**:

* 16+ years of extensive experience as a self-motivated and result oriented professional with experience in fields of Technical Recruitment, Lead, Account Manager, Business Development for US IT Staffing.
* Have extensive experience working on MSP, VMS clients.
* Worked on MSP's like Workforce LogiQ, Fieldglass etc.
* Have experience working for VMS like Zerochos, Wand, Fieldglass etc
* Worked for clients like Toyota Financial Services (TFS), Toyota Motors North America (TMNA), TSYS, Symantec, veritas, eBay, Intuit, Sony, Visa, Brocade, Juniper Networks
* Good knowledge of working with Banking, Health care, Infrastructure, e-Commerce clients.
* Have worked extensively with Mid-tier clients like Virtusa, Modis, Tavant, Photon etc.
* Was responsible to bring in my own customers apart from handling existing customers of the company.
* Interviewed recruiters to increase the team size.
* Manage and set Recruiting priorities.
* Qualify prospects, developing new business opportunities and/or increasing existing business.
* Qualify prospect regarding staffing need, budgets, timeframes, contract hiring history and decision-making process.
* Assist in building a client base of qualified leads. Maintain minimum performance standards and increase pipeline for IT staffing.
* Interface with Management when appropriate on named/key accounts.
* Developing and implementing comprehensive Business and recruitment strategies for US IT Staffing, successfully attracting, screening and presenting qualified candidates to hiring managers
* Trained IT US Recruiters on different job boards Monster, Dice, Craig lists, Career builder, Yahoo Hot jobs.

 **Experience**:

 **Agile Practitioners LLP WFH Jan 2022 - Present**

 **Sr. Client Success Manager**

* Sucessfully brought in clients like Persistent, Photon and Mindtree.
* Was responsible for setting up the targets for the recruiters and help them to achieve the same.
* Was responsible to interview the recruiters to increase the team size.
* Maintained weekly and monthly reports which was shared with top management .
* Client interaction was also one of the responsibility after submitting the candidates to the client.
* Attending weekly client calls.
* Keeping close eye on performance of the recruiters.
* One on one meet with recruiters to discuss their performance.

 **Marvel Infotech Pvt Ltd.** **WFH** **Jul 2021 – Dec. 2021**

 **Sr. Account Manager**

* Was responsible to bring in clients and assisted in signing VSA.
* Hands-on Account Manager, recruited on niche skills like Magento Architect, ColdFusion Developer etc.
* Played multiple roles, Sr. Account Manager, Engagement Manager, Recruiter..
* Successfully worked on and brought in clients like Photon, Virtusa and Birlasoft for USA market.
* Also worked for Mexico market as a sales person for Persistent account on FTE JO’s.

 **Matchpoint Solutions Hyderabad. Nov 2019 – Apr 2020**

 **Sr. Account Manager**

* Worked with direct clients and mid tier vendors Tavant Technologies, Birlasof, Zen3tech (A Tech-M Company)
* Responsible for handling and managing VMS accounts and 8 to 10 recruiters.
* TFS(Toyota Financial services), TMNA(Toyota Motors North America), Equinix, Symantec, TSYS, Veritas were the clients handled by me.
* Was responsible for setting up the targets for the recruiters and help them to achieve the same.
* Was responsible to interview the recruiters to increase the team size.
* Maintained weekly and monthly reports which was shared with top management .
* Client interaction was also one of the responsibility after submitting the candidates to the client.
* Attending weekly client calls.
* Keeping close eye on performance of the recruiters.
* One on one meet with recruiters to discuss their performance.

 **IDC Technologies India PVT LTD Pune, MH May 2018 – May 2019**

**Client Interaction/Sales/Delivery Manager**

* Worked with my major client Tavant, Modis
* Responsible for bringing in new clients and generating revenue through recruiting team where I assingned requirements to the recruiters and screened the resumes and in turn submitting them to the clients.
* Making recruiters understand the client needs as and when required.
* Was responsible for setting up the targets for the recruiters and help them to achieve the same.
* Was responsible to interview the recruiters to increase the team size.
* Maintained weekly and monthly reports which was shared with top management .
* Client interaction was also one of the responsibility after submitting the candidates to the client.

 **Kellton Tech Solutions Inc. (Formerly Known as Prosoft Technology Group, Inc.), Hyderabad,**

 **Telengana Jun 2015 – May 2018**

 **Business Development Manager**

 Resposiblities

* Worked with my major client Virtusa, Tavant Technologies,
* Was responsible for setting up the targets for the recruiters and help them to achieve the same.
* Was responsible to interview the recruiters to increase the team size.
* Maintained weekly and monthly reports which was shared with top management .
* Client interaction was also one of the responsibility after submitting the candidates to the client.
* Attending weekly client calls.
* Keeping close eye on performance of the recruiters.
* One on one meet with recruiters to discuss their performance.

 **vTech Solution Inc.(US) / Juvenile Solution Pvt. Ltd., Baroda, Guja Nov.2013-Jun 2015**

Sr. Business Development Manager

Responsibilities

* Proven expertise in lead generation for IT services in US market through strategies such as cold calling/Email/Networking/market research activities.
* Handling team of 2 team leads and 10 recruiters.
* Explaining or guiding team on complex requirement by getting the inputs from the client.
* Understaing and knowledge on VMS/MSP.
* Closely working with Program Managers and Directors of MSP’s like Prounlimited, Pontoon, The kellyservices, The Bartech Group, Zerochaos, The Guidant Group.
* Ability to multi-task and close variety of positions effectively.
* Determination, persistence, and ability to add new clients nationwide.
* Identify new clients in US for providing staffing solutions.
* Conduct and lead email marketing/sales campaigns.
* Incorporate social responsibility as an integral part of Consulting business line.

 **Xoriant Solutions India Pvt. Ltd.**, Pune, MH April’ 2013 – Oct.'2013

 Sr. US IT Recruiter

 Responsibilities

* Success Manage entire new business development pipeline from cold call through close
* Manage and set Recruiting priorities.
* Qualify prospects, developing new business opportunities and/or increasing existing business.
* Qualify prospect regarding staffing need, budgets, timeframes, contract hiring history and decision-making process.
* Assist in building a client base of qualified leads. Maintain minimum performance standards and increase pipeline for IT staffing.
* Interface with Management when appropriate on named/key accounts.
* Coordinate with recruiting team to pursue sales leads.
* Maintain records of all calls made and status.
* fully managed full recruitment cycle independently including resource requirement gathering, sourcing, initial screening, short listing, pre and post interview follow-ups, reviewing with stakeholders, reference checks, preparing offers, negotiation and closures.
* Worked for clients like Symatec, Juniper Networks etc.
* As a IT Recruiter Sourced potential candidates through job portals, networking, staffing companies, employee referrals.
* As IT Recruiter Worked closely with leads and delivery heads and candidates
* Responsible for maintaining data bank, identifying in-demand technologies and proactively building relations with potential candidates sourced through hunting on job portals.
* Screened, cold-called, and qualified candidates utilizing position specific matrix, prepared and formatted resumes for presentation to clients, submitted top candidates through client online submittal process (within 24-48 hours of original job posting on DICE and MONSTER), prepped candidates for client interviews and negotiated offers.
* Negotiating terms, rates and agreements for consulting projects.
* Highly efficient in cutting cost by minimizing the bench period.

 **Intelliswift Software India Pvt. Ltd.**, Pune, MH July’2012 – April’ 2013

 Sr. US IT Recruiter

 Responsibilities:

* Extensively worked with VMS Clients like Oracle, eBay, Intuit, Sony, Varian Medical Systems, Emulex etc.
* Successfully managed full recruitment cycle independently including resource requirement gathering, sourcing, initial screening, short listing, pre and post interview follow-ups, reviewing with stakeholders, reference checks, preparing offers, negotiation and closures.
* As a IT Recruiter Sourced potential candidates through job portals, networking, staffing companies, employee referrals.
* As IT Recruiter Worked closely with leads and delivery heads and candidates
* Responsible for maintaining data bank, identifying in-demand technologies and proactively building relations with potential candidates sourced through hunting on job portals.
* Screened, cold-called, and qualified candidates utilizing position specific matrix, prepared and formatted resumes for presentation to clients, submitted top candidates through client online submittal process (within 24-48 hours of original job posting on DICE and MONSTER), prepped candidates for client interviews and negotiated offers.
* Conducted market research to gather information on specific verticals, competitors and assessing market needs and opportunities.
* Negotiating terms, rates and agreements for consulting projects.
* Highly efficient in cutting cost by minimizing the bench period.

**Saicon Consultants, Inc.**, Pune, MH July’ 11 – June’ 12

Sr. US IT Recruiter

Responsibilities:

* Worked on ERP Technologies.
* ERP technologies like SAP, little bit on Peoplesoft, Siebel
* Successfully worked on Technical and Fuctional modules of SAP.
* Technical Modules like ABAP, Netweaver, Basis.
* Functional Modules like SD, PP, QM, HR, FI/CO.
* Successfully managed full recruitment cycle independently including resource requirement gathering, sourcing, initial screening, short listing, pre and post interview follow-ups, reviewing with stakeholders, reference checks, preparing offers, negotiation and closures.
* As a IT Recruiter Sourced potential candidates through job portals, networking, staffing companies, employee referrals.
* As IT Recruiter Worked closely with leads and delivery heads and candidates
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* Conducted market research to gather information on specific verticals, competitors and assessing market needs and opportunities.
* Negotiating terms, rates and agreements for consulting projects.
* Highly efficient in cutting cost by minimizing the bench period.

**AB Star Group**, Baroda, GJ May’ 05 – Jun’11

 IT Recruiter

* Manage entire new business development pipeline from cold call through close
* Manage and set Recruiting priorities.
* Qualify prospects, developing new business opportunities and/or increasing existing business.
* Qualify prospect regarding staffing need, budgets, timeframes, contract hiring history and decision-making process.
* Assist in building a client base of qualified leads. Maintain minimum performance standards and increase pipeline for IT staffing.
* Interface with Management when appropriate on named/key accounts.
* Coordinate with recruiting team to pursue sales leads.
* Maintain records of all calls made and status.

 **Education**:

* Master Diploma In Software Engineering (MDSE), Aptech, Baroda, Gujarat