**A. CHANDRAKANTH**

**Bench Sales Recruiter**

**SUMMARY:**

* Having over **10+yrs** of experience in the industry of staffing and recruiting.
* Having **3+ years’** experience in **customer support.**
* Having **1 year** of experience in **Healthcare** **Claims**.
* Having **1 year** of experience in **Hospital Service Desk**.
* Full lifecycle recruiting initial candidate & client sourcing through matching and placement Generate new client relationships while maintaining a portfolio of existing clients
* Collaborated and partnered with hiring managers across manufacturing, quality, and research & development to understand their hiring needs and goals
* Worked in call center with Airtel and Hutch.
* Good experience in searching the resumes and screening the resumes.
* Has good contacts in market and was able to maintain good rapport with the vendors in the market
* Interacted with search firms and employment agencies
* Met with hiring managers to ensure an accurate understanding of the position and candidate requirements and qualifications, explained the recruiting process and hiring manager tools, determined and executed effective sourcing strategies
* Prospecting - proactively developing a “pipeline” of applicants. (High Volume & Targeted) Client Relationships - Effectively partnered with internal and external customers
* Responsible for full life cycle recruitment process, understanding the requirement, sourcing the right candidate, technical interviews, negotiations, closing the deal and maintaining the relationship with clients and consultants.
* Recruited candidates with H1-B, TN, E.A.D, G.C, U.S-Citizenship on W2, 1099, Corp to Corp, Contract to hire, Permanent and fulltime Basis.
* Present the bench consultants to the Vendors and Clients for the matching requirement.
* Expertise in market multiple consultants of different technologies.
* So far marketed .Net, SQL, JAVA consultants available on bench.
* Streamline end-to-end process of identifying potential candidates and manage smooth interview conduction activities till the final short-listing of candidates.
* Retrieve the requirements from various portals like Dice, LinkedIn, Corp-Corp, Monster and Google groups.
* Good Negotiation and Closure skills with strong emphasis on Client/Candidate Relationship Management.
* Strong analytical and communication skills.
* Extensive experience in Internet based recruiting tools (i.e.: Dice, Monster, Career Builder, Corp-Corp, Google Groups and yahoo messenger etc.
* Experience in suggesting the consultant in modifying the resume as per the client requirement.

**SKILLS:**

* Operating Systems: Windows XP, Vista, Windows 07, Windows 08/10
* MS office: 2007/2008/2010/2013/2016
* MS-Excel: 2007/2008/2010/2013/2016

STAFFING AND RECRUITMENT

MARKETING

TELECALLING

**PROFESSIONAL EXPERIENCE:**

**Clouderna Systems Inc Aug 2019 - Jan 2021**

JOB TITLE: Manager

**Responsibilities:**

* Involved in complete recruiting cycle – sourcing, screening, short-listing, rate negotiation, submissions and follow-ups.
* Responsible for technical recruiting/staffing of candidates for positions.
* My primary responsibilities include sourcing, interviewing and hiring of IT professionals for multiple projects and assignments in the IT services industry.
* Source professional-level IT candidates via job boards, database, social media and personal networking. • Screen candidates according to the client requirement.

**Tech Silicon LLC Aug 2017 – Aug 2019**

Tech Silicon, LLC is an End-to-End IT Solutions provider with over a decade experience in Business Consulting, IT Integration, Project Management and Staff Augmentation. We take pride in our philosophy of “Organic Growth”. We are a fast-growing software consulting company offering software development solutions to all our clients through offshore and onsite services. Our strength lies in leveraging innovation and a global onsite–offshore delivery model to provide best Return on Investments (ROI) for our clients. With an established offshore service centers, we are able to provide our customers cost effective and customized solutions.

JOB TITLE: Business Development Manager

# Responsibilities: -

* Marketing the W2, OPT, H1, Citizen consultants by various routes which include
* searching for suitable jobs in Job Boards
* Informing all the existing clients about the availability well in advance before the consultant actually comes out of the project.
* Sharing the updated resume with all the clients.
* Including the consultant's details into the hot list and broadcasting it to the mass mailing list. This gives us a chance of getting new requirements which is not posted in Job boards; also, internal requirements which are not know out, also exclusive requirements.
* Also checking with the other w2 consultants if they have any opportunities with their existing clients and talking to the concerned prime vendors and marketing the available consultants.
* Discussing with the W2 consultants about their transition into new projects, much before they complete the current assignment. This includes getting the updated resume and also the references.
* Participation in regular meetings with management to identify opportunities and communicate updates on the current recruiting progress and Consultant status

**TEKTREE LLC Sept 2015 – Jan 2017**

TEKTREE Inc is an E-Verified leading multinational organization that has successfully served the information technology marketplace for over Ten years. Since its inception, TEKTREE Inc has gained vast experience in providing quality IT solutions to its customers through a timely and cost-effective approach. Headquarter in Newark, DE; we have presence in Livonia, MI and India.

JOB TITLE: Business Development Manager

# Responsibilities: -

* Handling the entire recruiting cycle, Sourcing, Screening, Interviewing and placing qualified
* Candidates
* Gathering requirements from the different managers in the organization.
* Understanding the complete requirement. Writing the requirement into our understanding language
* My role is to search the resume from the different portals, social network sites like LinkedIn, and Google. • Posting the requirement into the different portals like Dice, Monster, and Carrier Builder. Posting the requirement to the vendors and social network sites like LinkedIn. • Worked on different free portals like Ladders and Indeed etc.,
* Maintained the internal Database and worked on internal job portal i.e. agile job portal
* Speak to the employers of the consultants on the billing rates and finalize the issue
* Timely communication with candidates for their availability for contract, salary negotiation, relocation
* If the client need only US Citizen or Green card Holders rate will be negotiated on 1099 or W2
* Screen the resume completely and call the consultant about the previous project experience to know the complete information from them
* Short-listing resumes based on the requirements.
* I used to make more than three submissions in a day on requirements.
* Taking a Preliminary round of interview so as to judge the communication and the abilities of the candidate before submitting to the client
* Scheduling and coordinating interview for the short-listed candidates
* Maintained good relationship with the vendors to get the quick response from the vendors for our requirement in the market
* I have experience of working with the different clients like Wipro, Infosys, HCL, Cognizant, Cap Gemini, TCS

etc.,

* I worked on requirements like fulltime and contract Jobs for different technologies
* Worked closely with the business development managers

**CHARVENTECH INC July 2010- Aug 2015**

CharVenTech is a leading information technology consulting and services organization that provides IT consulting, software development, systems administration, IT training and software quality assurance services. Charven Tech has gained a wealth of experience by evaluating and applying the latest technologies to business challenges and today, offers expertise in Data warehousing, Architecture, Infrastructure, BW administration, Remote Consulting, Performance/Stress/Load Testing, Quality Assurance and Automated Testing and Java development.

JOB TITLE: Technical Recruiter

**Responsibilities:**

* Involved in complete recruiting cycle – sourcing, screening, short-listing, rate negotiation, submissions and follow-ups.
* Responsible for technical recruiting/staffing of candidates for positions.
* My primary responsibilities include sourcing, interviewing and hiring of IT professionals for multiple projects and assignments in the IT services industry.
* Source professional-level IT candidates via job boards, database, social media and personal networking. • Screen candidates according to the client requirement.
* Maintaining an efficient database, with the help of which I could successfully deliver right IT people in right time.
* Establish and manage relationships with recruitment vendors and third-party agencies
* Negotiation with the consultants on different contract terms like Corp to Corp, Contract-W2 and Fulltime Position with iPivot LLC (H1b Transfers).
* Keeping in constant touch with the consultants and giving timely feedback to them, helped me a lot in timely delivery of the consultants for the clients’ needs.
* I have taken all the steps required to keep the consultants in good hold, by getting them signed the relevant contract statements.
* The relationship with the consultant is extended further after he/she gets placed, I assisted them in signing up the contract forms and I am responsible for getting the timesheets on-time.
* I have a good sub-vendor network, with the help of which I can minimize the turnaround time for submittals.
* I have developed a knack to deal with the consultants that helps my accounts manager in doing good business.
* Identified, interview and submit candidates in a timely and efficient manner.
* Effectively negotiated pay rates with candidates for contract and permanent positions.
* Worked on Contract and Permanent Based positions.
* Maintained database of the contracting employers.

**NETTLINX INC JUNE 2007 \_June 2010**

Nettlinx is an Internet Infrastructure initiative of the Nettlinx Group. The company started its ISP operations in the year 1999 and has been catering to the networking requirements of the domestic enterprise market since then. It has a Class B license to operate as an Internet Service Provider (ISP), ITSP and Call Centre (OSP) Services Provider. Nettlinx offers state-of-the-art Managed Network Services to enterprises across Telangana & Andhra Pradesh. Nettlinx operates through a direct presence in 93+ locations. It has proved to be one of the best ISPs in providing fully converged network platform (Data, Voice and Video application support) to Enterprises across Telangana & Andhra Pradesh.

JOB TITLE: RECRUITER (Bench Marketing)

# Responsibilities: -

* Marketing the W2 consultants by various routes which include
* searching for suitable jobs in Job Boards
* Informing all the existing clients about the availability well in advance before the consultant comes out of the project. • Sharing the updated resume with all the clients.
* Including the consultant's details into the hot list and broadcasting it to the mass mailing list. This gives us a chance of getting new requirements which is not posted in Job boards; also, internal requirements which are not know out, also exclusive requirements.
* Also checking with the other w2 consultants if they have any opportunities with their existing clients and talking to the concerned prime vendors and marketing the available consultants.
* Discussing with the W2 consultants about their transition into new projects, much before they complete the current assignment. This includes getting the updated resume and also the references.
* Participation in regular meetings with management to identify opportunities and communicate updates on the current recruiting progress and Consultant status.
* Marketing the W2 consultants by various routes which include
* Searching for suitable jobs in Job Boards
* Informing all the existing clients about his availability well in advance before the consultant actually comes out of the project. • Sharing the updated resume with all the vendors.
* Also checking with the other w2 consultants if they have any opportunities with their existing clients and talking to the concerned prime vendors and marketing the available consultants.
* Discussing with the W2 consultants about their transition into new projects, much before they complete the current assignment. This includes getting the updated resume and the references.
* Participation in regular meetings with management to identify opportunities and communicate updates on the current recruiting progress and Consultant status.
* Hire, manage and mentor recruiters in IT fields according to the technologies, tools, client needs. Assign and support IT requirements of our clients. Work with the hiring managers to understand technical needs of the clients and provide solutions and coverage on finding out-of-the-box solutions for projects. Report to the CEO/President of the company about growth and efforts of the team

**AIRTEL April 2006 \_June 2007**

JOB TITLE: CSD {Customer Service Desk}

**Personal Profile:**

|  |  |
| --- | --- |
| Name | : A. Chandra kanth |
| D O B | : March 29th, 1979 |
| Age | : 41yrs |
| Gender | : Male |
| Marital Status | : Married |
| Nationality | : Indian |
| Address | : MIG-3-25-16, Auto Nagar, Gajuwaka, Visakhapatnam, Andhra Pradesh 530012 |