

V SUDARSANA RAO

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Plot .No 639, TNGOS Colony phase1, Near Goldcrest School Gachibowli 500 032

in Darshan Rao



Objective

A Passionate TAG with Overall 8 + years of IT experience, where 6 + years in End-End IT Recruitment .Successful carrier as a Technical Sourcing Specialist to Lead Account and Delivery Manager. Focused on process and system compliance, customer relationship and delivering results.Highly motivated and passionate about Recruitment and always eager to learn new things.

Experience

Dec 2019 - May
2020

Joulestowatts Business Solutions

Delivery Lead

Mentoring and managing the 20 member's team.

Responsible & manage existing clients requirements to full fill the needs.

Involving negotiations with candidates at the final discussions and helping them to inboard as per the client tenure date support services.

Involved in learnings and assist/train junior team members on their account initiatives and closely involved with teams to achieve thier targets and margins.

Involved in reports of account financials and opportunity management while our own using internal CRM tool.

Handled 3 major Accounts (Riministreet, Itelligence,Cyient) end to end .

Conduct regular performance appraisals and manage the same.

Keep the senior management informed of the progress and performance of respective accounts.

As a Lead, building and strengthen the key relationships also handling complete day-to-day operations.

Successfully implemented Business plans, Recruitment strategies like internal database management system for building huge pipeline of qualified profiles.

Responsible for speedy quality delivery from internal team.

Maintaining the client relationship in terms of business by TAT.

Proven a best Delivering also accomplished with a great success rate of business with Deloitte , RiminiStreet, Cyient ,NTT Data, Intelligence.

June 2017 - July
2019

Aptiva Technologies Indian Pvt Ltd

Team Lead Delivery

Handled Middle East requirements with a challenging role.

Handled 20 members of team and also an individual contributor work closely to fulfill the client UAE needs.

Involved in Telecom Healthcare Banking domains and Successfully achieved the targets and generated huge margins.

Handled vendor's and stakeholder management professionally.

Handled Project reporting for Finacle project Kenya, Nairobi, Tanzania, Malasiya updates and reporting to CEO.

Achieved many appraisals from UAE clients for client Delivery .

May 2016 - Nov
2016

Advent Global Solutions

TAG Senior Recruiter

As a successful Technical Recruiter career involved in end to end recruitment majorly C2H as a niche skills hiring expert.

Also involved in bulk hiring for International voice process for Amazon, Genpact, Teleperformance, UHG.

Handled multiple drives and closed the max positions in one single drive for bulk hiring for international voice process.

Closely involved at training sections for freshers in Technical Sourcing skills, Fieldglass, CEIPAL, and groom them on different management skills like Pronunciation, Email etiquettes, Negotiation skills.

Mentored a team of 10 members, closely monitored to achieve their monthly targets.

Handled major clients like Wipro, Sapient, Techmahindra, NTT Data.

Closely worked with our partners like Brillious, Collebra, Evoke and Magna as a vendor support on niche skills requirements.

Sep 2013 - May
2016

RedBand

Associate Lead

As a Recruiter closely involved with IT(80%) and Non IT(20%) end to end recruitment.

Involved in bulk hiring for International voice process Genpact, UHG, IKS closes bulk positions.

Promoted to senior to Associate Lead in short time and handled and mentoring the freshers team and training secessions of sourcing, hiring process ,groom them on different management skills like Pronunciation, Email etiquettes, Negotiation skills.

Handled Executive, Senior & Junior level positions & closed successfully.

Handled multiple tasks in dynamic environment.

Dec 2010 - Dec
2012

GameLoft

Game Tester

Handled multiple Testing methods Game .

Playing the game and tested the game repeatedly in different ways and situations

Reporting any error codes that may pop up and report them to bug tracking software.

Tested different versions of the game including PC and console versions if available.

Comparing of new versions of game and replicate previous bugs to see if they have been fixed

Proofing any other documentation with game including manuals, instructions and other booklets.

Established quality Target the bugs and rectifying through related Testing methods.

Education

2008 -2010

AU

M.Tech in Information Technology

7.89

Skills

Talent Acquisition Vendor management Stakeholder Management Client Management Team management
Sourcing Specialist

Personal Details

Marital Status : Single

Certification

Hirist Certified



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