**Krishna Yanamala**

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**Mobile No**: 9110370939

**Sr. Bench Sales Recruiter**

**CAREER OBJECTIVE:**

To undertake a challenging job in the field which I have taken and to use my skills and abilities to improve the organization performance and myself also.

**SUMMARY:**

* 4+ years’ experience in US IT recruiting as marketing bench consultants.
* Involved in handling the Sales process to provide off-shore support to the clients based in US
* Involved in Full life cycle process in sales of consultants.
* Good exposure on Tax terms like C2C, W2 and 1099.
* Good working experience with different kind of consultants like H1B, GC, Citizens, EAD and TN candidates.
* Committed team player with strong analytical and problem solving skills and ability to quickly adapt to new environments & technologies.
* Highly goal oriented and a motivated team player; self-starter with strong work ethics and strong communication skills.
* Good experience in job portals like Dice and Monster, indeed USA, Career builder.
* Well-organized, strong work ethics and willingness to work hard to achieve objectives.
* Good Knowledge on over all the Technologies

**PROFESSIONAL EXPERIENCE:**

**Advithri Technologies Jan 19–Till Date**

 **SR Bench Sales Recruiter**

Responsibilities:

* Worked as Technical Recruiter for Marketing the Bench Consultants.
* Marketing/selling Company profile by Expediting Technology Frame works, Technical Expertise and Resource Strengths.
* Posting & Sending the Consultant Resume in Job Board and Vendors for their Requirements.
* Cold calling to catch Tier-1 vendors and building vendor ship relations.
* Get the Rate Confirmation from vendors and keep on knowing the Status from their Client & Vendor.
* Knowing the updates of the submitted consultant.
* Scheduling the interview to the consultant and updating the feedback to the manager.
* Developing and maintaining vendor network.
* Getting in touch with the consultants and Vendors regularly.
* Extensive use of internet recruiting tools of various job boards and sites like Monster, Dice to source right professionals based in US.
* Consulted almost all Technology consultants such as Oracle Apps/Financial s, , Java, .Net, Testing/QA, SAP BW, SAP ABAP, SAP MM,DATA SCIENTIST, etc.
* Maintaining of records and submissions of the same in Online Recruiting Database.
* Dealt with all types authorized consultants such as Citizens, GCH, H-1B, EAD.
* Reach out for the maximum number of requirements which are open in the market.
* Coordinating with the candidates through email/phone to Intimate Consultants About client submissions and interview schedules.
* Speaking with Vendor/Hiring Managers on regular basis to get the open positions which match bench consultants and also about feedback for previous submissions.
* Maintaining Database of all Consultants/vendors which ever submitted and Rejected by clients.
* Co-ordinate with account department to execute SOW and follow up with vendors for reporting details.
* Create and provide daily and weekly status reports for executive management review.
* Co-ordinate with other recruiters to work as a team.

**ATRIA GROUP LLC May ‘16 – Oct’18**

**SR Bench Sales Recruiter**

Atria Group LLC is a leading information technology (IT) Services Company that specializes in providing complete consulting solutions and staff augmentation to its clients. We provide on time, on budget, and quality service to our clients and consistently meet their expectations.

**Responsibilities:**

* Working directly with end client’s requirements like Tier1 vendors/Implementation partners like, Modi’s, Judge group, Robert Half Technology, Star Point solutions, K force etc..,.
* Interacting, developing Tier-1 Vendor or Implementation Partners network daily basis to get the H1B/bench candidates placed in minimal turnaround time.
* Marketing H1B/Bench Consultants by posting/submitting their resumes on various job boards/requirements.
* Preparing the CV and suggest to EAD consultants, if any modifications required.
* Broadcasting the consultants profile to Vendors on regular basis.
* Negotiate the rate and billing terms and also sort out the issues in NCA/NDA/MSA raised by the legal team with the vendor’s or Implementation Partners.
* Knowledge of Corp-to-Corp, W2 & 1099.
* Experience on working with any job portals DICE, Monster, Corp to Corp, Career Builders etc.
* Maintaining friendly rapport with the consultants and making them aware of submissions, vendor/Implementation partner’s calls and client interviews.
* Handling post interview aspects such as follow-up with the vendor for interview feedback, POs Joining and MSA.

**EDUCATION:**

**MCA from KU University.**

**Declaration:**

I hereby declare that the information furnished above is true to the best of my knowledge. I am also confident of my ability to work in a team.

Place: (Krishna)

Date: