

**Kunjam Sharma**  
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## PROFESSIONAL PROFILE

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Over **6.10Years** of experience in IT staffing and customer handling.

Working as Sr. Bench Sales- US IT, who builds exceptional client and candidate relationships.

Special ability to understand business needs and deliver top-notch candidates for highly specialized positions.

Proven success sourcing, selecting and securing excellent candidates for Technical and Corporate positions.

## PROFESSIONAL EXPERIENCE

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ORGANIZATION	DESIGNATION	DURATION
York IT Soft LLC	Sr. Bench Sales- US IT	Jan 2022 to Present
Konica Tech Inc.	Sr. Bench Sales - US IT	Nov 2020 to Dec 2021
Oloop Technology Solutions.	Sr. Bench Sales Recruiter- US IT	May 2019 to Oct 2020
PMS Consultants	Bench Recruiter- US IT	July 2017 to April 2019

### York IT Soft LLC

#### Sr. Bench Sales- US IT - Remote

**Jan 2022 to Present**

Understand top IT initiatives, as well as specific technical and cultural environments to provide proactive workforce planning.

Negotiate rates and contracts to meet budget, project deadlines, and sales quota. Execute full sales cycle.

Focus on building relationships through face to face client interactions, both in and out of office settings.

Build strong relationships with key stakeholders at a major retail provider through exceptional customer service and consistent communication in business segments such as Information Technology,

Working directly with end clients' requirements like Tier1 vendors/Implementation partners.

Have Direct Contacts with the T1 Vendors or Implementation Partners in USA.

Interacting, developing Tier-1 Vendor or Implementation Partners network dailybasis to get the H1B/bench candidates placed in minimal turnaround time.

Negotiate the rate and billing terms and also sort out the issues in NCA/NDA/MSAraised by the legal team with the vendor/s or Implementation Partners.

Maintaining friendly rapport with the consultants and making them aware ofsubmissions, vendor/Implementation partner's calls and client interviews.

Manage end-to-end recruiting including sourcing, candidate screening & interviewmanagement, salary recommendation, negotiation & acceptance.

Manage hiring manager expectations and drive interview flows.

**Clients worked for – Mphasis - Tech Mahindra – Hexaware – HCL – Coforge – Infovision – TCS – Virtusa – Altimatrik – Photon – LTI Mindtree, Apex Systems .**

**Konica Tech Inc.**  
**Sr. Bench Sales- Remote**  
**Nov 2020 to Dec 2021**

Working directly with end clients' requirements like Tier1 vendors/Implementation partners.  
Have Direct Contacts with the T1 Vendors or Implementation Partners in USA.  
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 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.  
Responsible for handling complete recruitment life cycle for Direct Clients in the US.  
Thoroughly understand and work on the requirements of the client and fulfill them through various sources like job portals, references, headhunting, networking sites.  
Responsible for handling the end-to-end recruitment cycle.  
Excellent knowledge of Internet-based recruiting tools (i.e., Monster, DICE, Hot Jobs and CB, etc.).  
Performing all activities of the recruitment process that includes sourcing, screening, mapping  
Assist in the end-to-end recruitment and selection process including posting jobs, sourcing  
Proficient in recruiting techniques like Cold Calling, Social networking, and Internet Tools.  
Worked on W2, 1099, C2C requirements.  
Maintaining Databases on a daily basis.

**Oloop Technology Solutions**  
**Sr. Bench Sales- Noida**  
**May 2019 to Oct 2020**

**PMS Consultant**  
**Sr. Bench Sales Recruiter- US IT- Noida**  
**July 2017 to April 2019**

**Education – B.com- 2017 year from MJPRU BAREILLY**  
**Pursuing MBA – HR .**