**Manjari Chandel**

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**+91 8115742494**

**PROFESSIONAL PROFILE**

Over **5.5Years** 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**

**Organization Designation Duration**

|  |  |  |
| --- | --- | --- |
| York IT Soft LLC | Sr. Bench Sales- US IT | Jan 2022 to Present |
| Konica Tech Inc. | Sr. Bench Sales - US IT | June 2020 to Dec 2021 |
| Oloop Technology Solutions. | Sr. Bench SalesRecruiter- US IT | May2019 to June 2020 |
| PMS Consultants | Bench Recruiter- US IT |  July 2018 to June 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**

**June 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 Recruiter- US IT- Noida**

**May 2019 to June 2020**

**Education – B.A- 2008 year from MJPRU BAREILLY**

**Pursuing MBA – HR .**