K. Prasanth kumar

Sr. Bench SalesRecruiter (IT, Non-IT and Semiconductor)

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# PROFESSIONAL SUMMARY

* 4 years of experience in US Staffing and Recruitment as a Bench Sales Recruiter
* Assisted in generating revenue with prospective clients.
* Have Good Experience in working with Prime Vendors.
* Good experience in working on contract roles and have good knowledge on **C2C**, **CTH** and **W2** terms.
* Extensive experience in handling **Clients**, as well as **Tier-1** Vendors.
* Worked on different visa terms like **CPT**, **OPT**, **L2EAD**, **H1B**, **H4EAD**, **EAD**, **GCHolders,** and **USCitizens**.
* Marketed consultants and placed them on new projects with no or minimum bench period with higher billing rates.
* Good **Negotiation** and **Closure** making skills with proven record of maintaining **client** - **candidate** relationship even after placements and further building strong work relations.
* High level of proficiency with **MS Outlook**, **MS Word,** and **Excel** software. Familiarity with Internet navigation and on-line recruiting technology/tools.
* Good understanding on chain of documentation required for transferring the visa.
* Good communication / interpersonal skills & ability to work under tight schedules.
* Having experience in Web based Sourcing/ Recruiting (Dice, Monster, CB and Indeed).
* Have good experience using **Client**/**Vendor** portals.
* Involved in discussing about various new methods in marketing.
* Have good relationships with various prime vendors.
* Good understanding of various IT Technologies and emerging Technologies in the USA Market.
* Have good presentation skills and possess the ability to build value-added relationships with individuals at all levels.
* Expertise in Negotiating and closing the deals.
* Maintaining Good interpersonal relations with direct clients and vendors.
* Involved in the end-to-end process.
* Active team player.

# Professional Experience

**Wise Equation solution -Aug 2022 to Present**

**Role: Sr.Bench Sales Recruiter**

**Responsibilities:**

* + - Responsible for managing relationship of the company with existing clients and technology partners.
* Experience in marketing over a bench of 30 consultants.
* Good understanding of various IT Technologies in the USA Market.
* Conducted performance reviews on a weekly basis and reported to the concerned officials.
* Consistently maintain the Quality standards of the Work Process.
* Well versed with all the aspects of requirement sourcing techniques.
* Track the submissions and make regular follow-ups.
* Helped many consultants better themselves by advising them on the areas they need improvement in.
* Reaching out for the maximum number of open requirements in the market.
* Negotiated with the vendors on different contract terms like Corp to Corp, 1099 and W2.
* Involved in discussing various about various new methods in marketing.
* Worked on different Visa Terms like H1, H4 EAD, H1 Transfer, OPT, CPT, GC EAD, USC, and TN.
* Expertise in Negotiating and closing the deals.
* Participated in weekly meetings, focused on difficult issues.
  + - Extensive experience in identifying suitable candidates for direct placement position and contract to hire positions and contracting positions based on client needs.
    - Working experience with W2, 1099 and Corp2Corp Candidates.
* Sourcing and screening potential IT requirements for candidates from effective usage of Internal as well as External Systems/Database, Job Portals, Postings and Networking within given time frame
* Submitting the consultants, and following up for interview schedules.
* Ability to demonstrate full sales Lifecycle.

**Profiles : Network Engineers, Java, .Net, RPA, Hadoop and DevOps, Validation Engineers, Manufacturing Engineers, RF Engineer, Analog Layout Engineers.**

**AreteSystems ,(Feb 2020–July 2022)**

**Role: Jr. Bench Sales Recruiter**

**Responsibilities:**

* **Marketing bench consultants** and handling PV requirements.
* Good experience in cold calling, price negotiation and need to have good convincing and closing skills.
* Negotiations on rate based on the location and duration of the projects.
* Good study of the requirement to access the strength of the consultants based to the requirement.
* Maintaining good relations with the vendor’s and the consultants for making the work process smooth and quick.
* Searching good requirements through **DICE**, **Monster**, Hot jobs etc.
* To build vendor relationships for getting their regular hot requirements for quick and better results outsourcing the bench consultants to them.
* Optimum utilization of posting the requirements on various jobsites including most of the free sites for early submissions.
* After submission, being in touch with the Vendor’s as well as the consultant to know the feedback.
* Posting Jobs in Job portals.

**Profiles: Hyperion, Oracle, SAP, Java, QA, SFDC,DEVOPS, Data Scientist, Business Analyst,**

**Project Manager**

**Personality Overview:**

* Adaptive to any kind of working environment.
* Quick learner and an aspirant in pursuit of mastering new technologies
* Reliable, resourceful and efficient team player.
* A goal oriented and team focused person with the ability to work on self-Initiatives.

# Education

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| --- | --- | --- | --- |
| **Name of the Course** | **Name of the University** | **PERCENTAGE** | **Year of Completion** |
| **B.TECH** | **CHALAPATHI INSTITUTE OF TECHNOLOGY** | **63** | **2018** |
| **INTERMEDIATE** | **SANTHINIKETHAN JR COLLEGE** | **62** | **2014** |
| **SSC** | **BSEAP** | **65** | **2012** |