

Kanapuram Ramadevi

Sr. Bench Sales Recruiter

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Professional Summary :

- 3.10 years of experience in US Staffing and Recruitment as a Bench Sales Recruiter .
- Have good understanding of US staffing business, Bench sales and recruitment process.
- Responsibility for marketing IT Bench Consultants (H1B, US Citizen, GC, OPT and CPT) with vendors and Direct Client.
- 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**, **L2 EAD**, **H1B**, **H4 EAD**, **EAD**, **GC Holders**, and **US Citizens**.
- 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 :

ILead Software

Feb 2020 to Present

Sr.Bench Sales Recruiter

Responsibilities:

- Experience in marketing Open bench of 30 consultants.
- Good understanding of various IT/Non IT and SemiConductor 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.
- Network relations with new vendors using social networking sites such as LinkedIn.
- 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(Back End, Front End,MEAN Stack and MERN Stack), .Net, RPA, Hadoop and DevOps, Validation Engineers, Manufacturing Engineers, RF Engineer, Analog Layout Engineers, Workday, SAP, Hyperion, BA, Project Manager etc.

Education :

Name of the Course	Name of the University	PERCENTAGE	Year of Completion
DIPLOMA	VIKAS CLG OF ENGG&TECH	75.45	2019
SSC	ZP HIGH SCHOOL (GIRLS)	6.3	2016