Revanth Kumar

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**Summary:**

* Over all 9 Years of experience as Customer care executive, Computer Operator and out of it

4+ Years of experience US Staffing in Recruiting and bench sales

* Gathering the exact requirements which matches the skill set of IT bench consultants.
* Outbound Sales experience starting from prospecting, lead generation, sales and closing the sale.
* Arranging and scheduling interviews on time etc.
* Negotiating compensation to maintain acceptable gross margins.
* Marketed bench consultants aggressively for getting them placed in different clients.
* Coordinating with the consultant to know their comfortableness with the requirement before submitting to the Vendor.
* Posting the resume on all job portals like Dice, Monster, and social networking portals etc.
* Submitting the consultants to all the suitable job postings on all portals.
* Broadcasting the Profile of the consultant and the Holist of the company on a periodical basis.
* Track the submissions and make regular follow-ups.
* Working experience in full Life Cycle of Recruiting (screening resumes, interviewing, technical queries & interviews, closing of candidates and responsibilities till joining of candidates).
* Experience in dealing W2/C2C with U.S. Citizens, Green Card Holders, H1B candidates.
* Proficient in recruiting techniques like Head Hunting, Calling, Networking Sites, Referrals, and Internet-Based recruiting Tools.
* I have Ability to understand the technical requirements and submit consultants' profiles on time.
* Proven successful sales record in the U.S Staffing industry.
* I have good Negotiating skills in finalizing rates/salary.
* I have experience in hiring all levels of technical candidates.
* I have ability to work as a good team player, screening, Maintaining & building the candidate database.

**Technical Skills:**

Operating Systems MS Windows 98/2000/2003, Windows XP, Windows 7,

MS Office Suite Outlook, MS Word, MS Excel, PowerPoint

Email MS-Outlook Express.

**Experience:**

**Datamaxis, Inc**

**Senior IT Recruiter November 2022 to Till Date**

**Responsibilities:**

* Hands-on experience in end-to-end recruitment process across various IT Technologies.
* Recruitment full-cycle, Hunting, Sourcing, Screening, Interviewing and placing qualified Candidates.
* Experience in various search/sourcing methods, including LinkedIn, google search strings.
* Experience working with multiple client requirements in multiple industries.
* Handling multiple accounts, client and leading a team of recruiters.
* Good Experience with various sourcing via Boolean search on job portals.
* Experience working with our Direct Clients (DDMI, FORD Direct, Dewpoint, OPTUM, MI & IL) on W2, C2C, 1099
* Experience using recruiting portals like Career Builder, Dice, Monster, indeed, and LinkedIn.

**Msys Inc Pvt Ltd March 2019 to October 2022**

**Senior Recruiting & Bench Sales**

**Responsibilities:**

* Responsible for full Life Cycle of Recruiting (screening resumes, interviewing, technical queries & interviews, closing of candidates and responsibilities till joining of candidates).
* Working experience on W2/C2C with U.S. Citizens, Green Card Holders, H1B, EAD candidates.
* Screen Candidates according to the job specifications.
* Source the candidates from Job Boards like Dice, Monster, Careerbuilder, Indeed and referrals
* Ability to understand the technical requirement and submit candidates' profiles on time.
* Scheduling interviews, briefing, and taking feedbacks from candidates before and after interviews respectively
* Negotiated hourly rates for contractors & salaries for full time and W2 employees and submitted qualified candidates to the Account Managers.
* Proficient In using several ATS systems like bullhorn, Ceipal
* Excellent communication, negotiation skills, expert in browsing, formatting resumes, advanced in MSOffice (Word, Excel, and Outlook).
* Marketing Bench Consultants by posting/submitting their resumes on various job Boards/

requirements

* Updated the resume of consultants daily in the portals.
* Seeking the updates about the submittals from Vendors
* Boarding hot list of the consultants to prefer vendors

**Tanisha Systems Pvt Ltd March 2018 to March 2019**

 **Bench Sales & Recruiting**

**Responsibilities:**

* Marketed company bench consultants throughout US
* Source Requirements on portals, networking sites that would suite the bench consultants
* Involved in the complete life cycle of resume marketing.
* Creating profiles of Bench consultants in multiple job portals like Dice, Career Builder, Monster, Tech Fetch, indeed.
* Primarily responsible for searching for requirements (using various internet sources and referral
* techniques), screening and presenting viable candidates based on detailed job descriptions that were received.
* Apply jobs on behalf of bench consultants in multiple job portals.
* Making calls to the preferred vendors to find out whether they are working on any contract positions which are suitable for our consultants.
* Update their resumes regularly in the portals and present them as a best fit for client

requirement.

* Maintain their Documents, keep monitoring their duration of the project, their performance and try to Build flexible relationship with the Hot List consultants.
* Keep Warm Hot List consultants on daily basis to maintain their interest.
* Following up with the vendors on resume submission.

**Mahindra Finance Pvt Ltd (Group L Services) Aug 2016 to March 2018**

**Role: Computer Operator**

**Responsibilities:**

* Entering the customer details in the CRM Application from Scan documents/Word/Excel sheets/hard copies
* Updating/Modify the Customer Details as request
* Approved/Rejected of Loan track details in excel sheet
* Required documents sending email to customer for loan enquiry

**Magus BPO Pvt LTD (In-Bound) May 2013 to July 2016**

**Role: Customer Care Executive**

**Responsibilities:**

* Handling inbound calls and tagging service request, complains, queries in the CRM Applications.
* Solving customer’s queries and complaints.
* Maintaining customer Data.
* Used to handling/Resolving client escalations.
* Activation of DTH Packages/Activation Services
* Customer Database maintain and sorting details in Excel sheets

**Education:**

* Bachelors of Degree in B. Com from Osmania University