

NAME :- Adi Sai Yashwanth
Role : Talent Acquisition Recruiter
MOBILE NO: 7013030296
EMAIL: - adiyashwanth212@gmail.com
Address: - Hyderabad

OBJECTIVE

To pursue a challenging career and be part of a progressive Organization that gives scope to enhance my knowledge, skills and to reach the pinnacle in the computing and research field with sheer determination, dedication and hard work.

SUMMARY:

- ☐ Having 2+ Years of experience in US IT Recruiter also Bench Sales Recruiter
- ☐ Well versed with Marketing Bench Consultant also worked as TECHNICAL RECRUITER
- ☐ Regular interaction with consultants and identifying their needs and getting them to projects accordingly.
- ☐ Proven successful sales record in the IT Staffing and Consulting Industry.
- ☐ Experienced with full cycle of Sales, submitting the consultants, confirming the best rates for consultants,
- ☐ Following up for interview schedules, closing the best deals.
- ☐ Ability to interact, develop Vendor networks and get candidates placed in quick turnaround time.
- ☐ Experience working with candidates, H1B, EAD
- ☐ Gathering requirements for consultants from Vendors of clients, Job portals and other networking techniques.
- ☐ Submitting the candidates for the suitable positions and following up regarding the rates and client interviews.
- ☐ Updating and maintaining the database for future requirements, generating daily reports and updating them.
- ☐ Knowledge of Job Portal searches on the likes of LinkedIn ,Benchinfo , Career Builder, Dice, etc.
- ☐ Having Knowledge of Corp-to-Corp, 1099, W2 Tax Terms.

PROFESSIONAL EXPERIENCE:

Cognier Staffing Company

Jan2023 to Present

Role :Bench Sales Recruiter

Expert in Bench Sales Including of GC s, H1B s, USC & EAD s

- Coordinating with the consultant in order to know their Comfortableness with the requirement before submitting to the Vendor
- Posting the resume on all job portals like Dice, LinkedIn, and Social networking portals etc

- Experienced with full cycle of Sales, submitting the consultants, confirming the best rates for consultants following up for interview schedules, closing the best deals.
- Generate, Interact and Develop Tier-1 Vendors or Implementation partners' networks on a daily basis.
- Need great time management skills and experience in prioritizing tasks.
- Lookup for the right requirements that match our consultant profiles on various job portals, submit the consultants, and follow up for interview schedules.
- Build a strong network of clients for bench placements, gain market intelligence, and leverage the existing talent pool for referrals and contacts.
- Leading team to achieving new targets.

Photon Interactive Company

Role : Senior Technical Recruiter

Apr2022 to Oct 2022

- ☐ Involved in Full Cycle of US IT Recruitment
- ☐ Responsible for end to end recruitment from junior, mid-level and senior level position.
- ☐ Sourcing the profiles according to client requirements.
- ☐ Sourcing and screening the Profiles (CarrerBuilder, Dice, Linkedin) Taking referral from employees and through database.
- ☐ Co-ordination with Manager, Interview Panels and Clients for scheduling interviews.
- ☐ Following up with candidates, collecting documents, Salary negotiations and bringing the case to a Final Closure
- ☐ Working with US Direct Clients with Walgreens, William Sonoma , Wells FargoSourcing, identifying, the Requirements from Top clients to place Consultants in quick turnaround time in contract Responsible for full cycle of end to end recruitment for C2C, W2 positions
- ☐ Ensuring smooth functioning of all process which includes managing candidate pipeline, following up with candidates in process, coordinating with the candidate throughout the interview procedure, scheduling the telephonic/face to face interviews with the Hiring managers, sharing feedback/next steps and ensuring timely joining when offered.
- ☐ Maintaining track record on the number of closures, candidate in pipeline, internal movements, offers acceptance/decline so as to ensure the proper coordination and flow of work.
 - ☐ Establish and maintain a good relationship with the employees, vendors and the clients
 - ☐ Knowledge in using Jira sheets for daily candidate status updating , co ordinating Interview with our panels & with Clients

VTO IT Solutions (Hyderabad)

Role : Talent Acquisition

March2021to Mar2022

- ☐ Involved in Full life Cycle of Recruitment
- ☐ Well versed with Marketing Bench Consultant (GCEAD, H4EAD, GC,H1B, US Citizens)
- ☐ sourcing, identifying, the Requirements from Top vendors to place Consultants in quick turnaround time in contract
- ☐ Sharing candidates Hotlist through Zoho, Linkedin to vendors mail
- ☐ Establish and maintain a good relationship with the employees, vendors and the clients
- ☐ Marketing our bench own consultants to the suitable requirements

- ☐ Maintain the Database of the profiles screened and submitted.
- ☐ Marketing our bench own consultants to the suitable requirements
- ☐ Expenses Reimbursement
- ☐ Received appreciation for voluntarily assisting auditing activities
- ☐ submitting, scheduling interview, follow up with Vendors, negotiation of offers
- ☐ Use Linked in platform to get best requirements for my consultants
- ☐ Also Responsible for hiring IT talents in the process of end to end recruitment which includes sourcing for candidates, phone screening, scheduling interviews and processing interview feedback.
- ☐ Using Job portals Dice, Career Builder, BenchInfo, indeed, LinkedIn for Sourcing & Posting
- ☐ Negotiating offers, guiding candidates to the on boarding process and follow-up till their cooling period.
- ☐ Working closely with hiring managers on overall hiring strategies and plans approach accordingly.
- ☐ Having the resumes of my candidates updated as and when required based on the requirement.
- ☐ An articulate, positive representative for a company and its Business mission
- ☐ Submitting the Profiles to the Concern Lead or Client Manager

Academic Qualification

Master of Business Administration from JNTU University in K.V.SubbaReddy College,KNL
B.SC (Com) from Rayalaseema University in ST.Joseph Degree College, Kurnool

DECLARATION

I do here by declare that the above mention information is true to the best of my knowledge and belief.

Signature
A.SAI YASHWANTH