**Vinodh**

 **MISSION STATEMENT**

**SNAPSHOT VIEW**

###### Role Summary

- Hands on Recruiting

- Setting Recruitment Strategies

- Client Relationship Management

###### Core Competencies

- Cost Effective Recruitment

- Key Account Management

- P & L Management

- Team Management

###### KRA’s/KPI’s

- Closures

- Attrition

- Account Profitability

- P & L

- Expenses

- Team Target

- Team Building

**PERSONAL INFORMATION**

Date of Birth 17-02-1979

Languages: English,Tamil, Hindi

“To continuously strive to harness my skills, abilities, and potential towards tackling business problems with mutually successful profitable outcomes.

**EDUCATION QUALIFICATIONS**

**B.Com from Madras University – 1999**

**­(MBA from Madras University – 2002)**

## **WHAT I BRING TO THE TABLE**

* Recruitment professional with a track record of over 13 years in end to end recruitment process and providing right people/resource at the right place and right time across diverse industries viz. IT, ITES, FMCG and Telecom.
* Demonstrated strong track record in recruiting talent through various sources, which included headhunting, internet, consultants, advertisements and networking
* Built an exceptional database of potential candidates, developing a premise for recruiting quality candidates, saving time and effort.
* Excellent abilities in building a strong rapport with prospective employees even after selection, ascertaining their commitment to join the organization.
* Good knowledge of the industry and competition, developing reports providing quick information on skill set and compensation levels.

**Employment Scan:**

* **Currently Working for Beyond Universe Software Solutions from April 2015 – Till Date**

Beyond Universe Solutions Provides Software based Solutions and support for the Child Care Industry in North America. OnCare and Staff88 are our flagship products and the fastest growing web based solutions in the Industry.

**Responsibilities:**

* Working as Sr. Recruitment Manager and reporting to the Head of Recruitment
* Analysis and gain clear understanding of the requirements from the Business Heads.
* Demand Management and Fulfillment Planning.
* Driving Recruitment Metrics (Fulfillment, Cycle Time, Cost per hire, Offer - Joining Ratio, Source Mix, Company Tier Mix)
* Personally focused on closing the Senior and Leadership positions.
* Allocation of requirements to the team, prioritizing based on business exigency.
* **AG EmployVision Pvt Ltd January’2014 – August 2014**

Employvision is a talent acquisition and management solutions company delivering services that include direct hiring and contract staffing consulting and recruitment process outsourcing. Headquartered in Monmouth Junction, New Jersey and Branch office In Bangalore.

**Clientele:** NTT Data, Emids, CSS Corp

**Responsibilities:**

* Represented IT business in Bangalore
* Worked as Client Manager focusing on new client acquisition and also on sourcing for service mandates.
* Primarily focused on closing positions at mid and senior level.
* **Florida Software Solutions P Ltd: October’2006 – November’2013**

Florida Software Solution is a leading recruitment firm and training company started in 1997. Having office in Chennai in India with more than 10 recruitment professionals.

 **Clientele -** Polaris, 3i Infotech, HCL, iGate, Mahindra Holidays, Hyundai, Coke, Pepsi, Idea Cellular

**Responsibilities:**

* Worked as a Recruitment Lead, focusing on sourcing for service mandates
* Mapping the organizations based on domain specific requirements .
* Used various sourcing methodologies and techniques to source candidates for the junior and mid level hiring.
* Participated in many of the weekend interviews organized by the clients and helped them in better co-ordination of interviews.
* Frequent client visits to gather new requirements.

**Team Management:**

* Managed P&L for the team and ensure that, as a team we generate revenue which is minimum 4 times of our cost.
* Was handling a team of 8 members.
* Taking responsibility of the team’s overall budgets, my core area involved in getting the current active requirements from the clients and sharing it with my team members and make them source.
* Directing the team members to be adaptable and flexible to work on different requirements.
* Extended contribution in sharing the other team member’s tasks.
* Have made efforts to bring in more interactions in the team.
* Responsible for preparing weekly MIS for my team in Chennai**,** thereby tracking their weekly offers, billings, collections and outstanding.
* Helping out the team members in preparing the invoices, debit/credit notes etc.
* Quick turnaround time from sourcing to closure of the position.
* Able to withstand pressure and work towards closing all the open positions at the earliest.
* Creating effective and targeted sourcing strategies
* **Talentpro Consulting from Feb 2005’- Oct 2006 – Sr. Consultant – Recruitment**

 TalentPro is a pioneer in delivering trusted end-to-end HR Services in Payroll, Staffing,

 Compliances, Recruitment and Training .

 **Clientele: Satyam Computer Services, Sify, Novatium**

* **Peopleone Consulting from July’2004 – Dec’2004 – IT Recruiter**

 **P**eopleone Consulting is a full spectrum Human Capital Solutions Company with a focus on

 providing Recruitment, Training and Temporary Staffing services to client organizations.

 **Clientele: HCL, Accenture, IBM,**

* **Alp Management Consultants – March’2003 – March’2004 – Resource Executive**

 Alp Management Consultant is a Bangalore based Consulting Company having branches in

 Chennai, Mumbai, Pune, Hyderabad and Delhi.

 **Clientele** - Accenture, Cap Gemini, Kanbay Software, HCL, IBM

**Responsibilities:**

* Source profiles through Head Hunting for various IT requirements (Mainframe, Java J2ee, Dot Net)

**STRENGTHS**

I am disciplined and have a high degree of self-confidence, commitment & interpersonal skills with high energy levels and ability to handle stress.

**Job Seeker First Name / CV No: 1766232**

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