+ CURRICULUM VITAE

Anshul Lochab

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Career Overview

* To enrich a challenging career in the field of Human Resources and to contribute towards Organization’s growth by innovation and perseverance to achieve the organizational goal and to add value to its talent pool while paving way for my Professional Success

Educational Qualification

* B.A (HONS) from Delhi University
* Completed my X11 from C.BS. E Board
* Completed my X from C.B.S.E Board

Professional Experience

Applab Systems April 2023- March 24

Sr Account Manager

* Worked with many implementation partners such as Wipro, Tech – Mahindra, HCL, LTI – Mindtree etc..
* Well versed with the portals such as Dice, Monster, Carrier Builder and also good with ATS such as Job Diva, Ceipal.
* Working as an Account Manager / Business development Manager and handling a team of 5 members
* Direct interaction with the client to fully understand the role they are looking
* Fully responsible for the Delivery of the candidate.

Clovity

Account & Sales Manager Jan 2022 – March 2023

* Worked with Direct Clients such as state clients and many implementation partners.
* Managing Accounts of 2 Implementation partners with a small team size of 6 members
* Full Accountable starting from Initial screening to orientation of the candidate with the client.
* Received a pat on the back to achieve maximum closures in a month for 3rd quarter of the year.
* Well versed with the portals such as Dice, Monster, Carrier Builder and also good with ATS such as Job Diva, Ceipal.
* Strong Interpersonal and communication skills and good team player
* Building rapport with the candidates.

MWIDM

Associate Team Lead Jan 2020 – July 2021

* Handling team of 6 members, allocating the requirements and working directly with Account Managers.
* Working with direct clients such as Nike , Target , PPL, Thermo Fisher and many implementation partners such as TCS , HCL
* Well versed with the portals such as Dice, Monster, Carrier Builder and also good with ATS such as Job Diva, Ceipal.
* Strong Interpersonal and communication skills and good team player
* Building rapport with the candidates.

Arivik Technologies

Technical Recruiter / Team Lead October 2018 – October 2019

* Working as a head hunter in sourcing profiles from different portals
* Working as a Asst Team Lead and handling a team of 5 members
* Responsible for sourcing profiles pertaining to various levels and across verticals for Permanent as well as Contract staffing.
* Posting requirements on LinkedIn
* Scheduling the interviews of the consultants with clients
* Maintaining a tracker of individual members and preparing MIS Reports an weekly and monthly basis

Nityo Infotech Pvt Ltd.

Sr. Technical Recruiter September 2016-September 2017

* Worked on the job portals like DICE, Corp-Corp, Monster & career Builder
* Worked on LinkedIn platform as well to fetch out profiles
* Worked with AM / RM in allocating the requirement to different team members.
* Scheduling the interview of the consultant with the client
* Majorly worked on full time requirements for the client such as TCS, HCL, Cognizant, and WIPRO,
* Negotiation of the rates / salaries with the consultants / Employers
* Co-ordination with the Accounts Department for the release of the payment of the consultant.
* Preparing & Maintaining the Weekly, Monthly MIS reports, Recruitment Dashboard and Joiners’ database.

Enterprise Solution Inc.

Technical Recruiter March 2014- October 2015

* Worked on various direct client requirement such as Wal Mart , Motorola , GE

Yellow Pages, Yodlee and Cesar Entertainment Inc.

* Worked on various Implementation Patners such as TCS , Wipro, Tech- Mahindra and Infosys etc.
* Done all types of recruitment be it Contract (C2C ) , Full Time ( FTE ) and contract to hire (C2H)
* Familiar with various job Portals Such as Dice , Monster , career Builder and Ladders .
* Scheduling the interview of the consultant with the client and try to close the position ASAP
* Key word search, Tax term search, Search by exact locations, Boolean search (Special Skills), Work Authorization search, etc
* Dealing not only in recruitment but till the final phase of placing a candidate
* Marinating a healthy relationship with the candidate as it can come handy in the future
* Preparing & Maintaining the Weekly, Monthly MIS reports, Recruitment Dashboard and Joinees database.

Ventures Unlimited Inc.

Technical Recruiter Nov’12 - Feb 2014

* Worked as IT Technical Recruiter for US IT Staffing and Recruitment.
* Searched the resumes of the consultants from the job portals like DICE, Corp-Corp, Monster & career Builder
* Key word search, Tax term search, Search by exact locations, Boolean search (Special Skills), Work Authorization search, etc.
* After searching the resumes, used to make the calls and discuss the requirement, also discussed the work done during his/her projects, negotiated the hourly rates and tried to convince him/her to the max. Rate given to us from our Sales Managers.
* Next step formatting the resumes according to the company’s standard format.
* The last thing was to submit the formatted resume to Sales Manager.
* Used to work basically with Data Warehouse, ETL, Java/J2EE SAP requirements.
* Used to keep the daily updates in the office and these updates are very helpful in future requirements.
* Reported daily to the manager in our office.
* Understand the requirement thoroughly so that it’s easy to find the right person for the Client requirements of U.S. It also helps to communicate effectively with the consultants as per the requirement in detail and with good details on hand.

Carnival Cruise Lines

Photographer, USA (Onsite) Oct 2008 – Dec -2009

* Worked on cruise ships as a photographer cum sales Assistant
* Duties involved setting up of different studios across the ship and photographed the people
* Also worked as sales man in gallery selling and upselling the photographs and other items like frames, canvas and prints.
* Finish the targets according to the deadline assigned
* Able to achieve above target and work in a structured way as we have a team of photographers.

Personal Strength

* Good Communication and interpersonal Skills
* Optimistic & dynamic nature.
* Good Team Player
* Good Negotiation skills
* Commitment.

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TECHNICAL SKILLS

DBMS : MS-Access,

Operating System : MS-DOS, Windows 9X/NT/XP, 2000

Languages : C, VB, SQL

Web Technologies : HTML

Personal Profile

Father’s Name : Mr. O. P. Lochab

Date of Birth : 18TH March’1982

Gender : Male

Marital Status : Married

Language known : English, Hindi

Declaration

I hereby declare that the information furnished above is true to the best of my Knowledge.

Place: Noida

Date: Anshul Lochab