

SOMIL BHATIA

8618528278

somilbhatia1@yahoo.co.in

India, Bangalore

PROFESSIONAL SUMMARY

- **Overall, 10 years** of focused experience in **Account Management, Customer Service, Operations, and IT / Non-IT recruitment.**
- Hands-on expertise in sourcing at **Middle / Senior / Leadership / Niche** positions.
- Strong in **formulating sourcing strategies** for self and the team.
- Skilled in **Candidate Management, Counseling and Networking.**
- Extensive experience in Talent Acquisition Consulting for **IT Products, IT Services, Captive, Startup** clients.
- Expertise working in diversified engagement models - **Contingency, RPO, and Retained.**
- Adept in **Client Engagement.**

EXPERIENCE

- December 2023 - February 2024

Manager

Search Partners / India, Bangalore

As the Manager - Leadership Hiring at Search Partners, was responsible for managing various projects for our clients. I worked closely with upper management to develop strategies and goals for the company, while also handling day-to-day operations.

- Collaborated with upper management to set company goals and strategies.
- Oversaw daily operations to ensure efficiency and productivity.
- Managed client relationships and provided top-notch customer service

- October 2021 - December 2023

Assistant Manager

Alexander Mann Solutions / India, Bangalore

I was responsible for supporting the overall operations of the company and ensuring efficient delivery of services. My role involved working closely with the Hiring Panel and Client Recruitment Lead to drive performance and achieve business objectives, while also fostering a positive and collaborative work environment.

- Oversaw day-to-day operations and project management.
- Conducted team trainings and performance evaluations.
- Developed and implemented process improvements.
- Cultivated strong relationships with clients and stakeholders.
- Successfully achieved and meet expectation.



- March 2019 - June 2020

Assistant Manager

LINKS

 LinkedIn

AWARDS

-  Received Spot Award for the Month of August in Career Net.
-  Received Appreciation for meeting the Quality norms in ANZ

HOBBIES

- Playing and Watching Cricket
- Movies
- Reading

LANGUAGES

English

Hindi

Kannada

New Era India (An En World Company) / India, Bangalore

As an Assistant Manager at New Era India, I was responsible for overseeing the daily operations of the assigned project to ensure smooth functioning. I also played a crucial role in developing and implementing strategies to improve productivity and achieve the target.

- Sourcing plan, Talent Landscaping and Strategy formulation
- Hands-on sourcing for Niche & Critical positions at Senior / Executive levels.
- Sourcing from various sources such as Job portals (Naukri, Monster), Linked-In, Referencing, Google, Headhunting etc.
- Leverage diversified sourcing channels, internal database reactivation and networking.
- Resume Pipeline Management and streamlining efforts as per sourcing plan.
- Developing right content and pitch documents to be shared with the candidates.
- Offer negotiation, candidate counseling and post offer candidate engagement.
- Manage all candidate related issues across the recruitment cycle leading to closure/joining.

• May 2011 - September 2017

Senior Consultant

CareerNet Technologies / India, Bangalore

As a Senior Consultant at Career Net Technologies, played a key role in providing strategic guidance and solutions to clients in various industries. With a strong focus on client satisfaction and business growth, I helped drive the success of the company through my expertise in talent acquisition, recruitment strategies, and market trends.

Sourcing

- Sourcing plan, Talent Landscaping and Strategy formulation
- Sourcing from various sources such as Job portals (Naukri, Monster, Times jobs), Linked-In, Referencing, Google, Headhunting etc.
- Mentoring the team to source at junior to mid-levels across skills and complexities
- Leverage diversified sourcing channels, internal database reactivation and networking.

Candidate Management, Counseling and Networking

- Developing right content and pitch documents to be shared with the candidates.
- Offer negotiation, candidate counseling and post offer candidate engagement.
- Manage all candidate related issues across the recruitment cycle leading to closure/joining.
- Regular interaction, rapport building and meeting with important candidates.
- Building a strong professional network to leverage it for the benefit of the business.
- Work towards career planning and opportunity landscaping.

Client / Account Management

- Understanding client hiring plans and internal competency mapping.

- Primary Point of Contact (POC) for DBOI, Bangalore
- Maintaining the Dashboard for the Assigned Position and creating Reports accordingly.
- Interacting with the Clients on Daily Basis on the Current Requirement Status and New Position.
- Interacting with the Hiring Managers for requirement gathering on their staffing request and fulfill the same using quality resources within stipulated time and thereby meeting recruitment targets.
- Assigning the position to the concern Team internally.
- Raising Invoices and do a Follow up with the Clients on pending Invoices.
- Revenue Management.

- March 2010 - May 2011

Analyst

Australia and New Zealand Banking Group / India, Bangalore

During my time as an Analyst at Australia and New Zealand Banking Group, I gained valuable experience in the financial industry. As part of a team, I was responsible for the overall activities -

- Data Verification.
- Preparing Ancillary Documents.
- Communicating with Team Departments.
- Checking customer's credit limits and processing the documents.
- Checking through the security pledged for the loan.
- Going through the credit worthiness of the documents.

- December 2006 - September 2007

Analyst

Accenture / India, Bangalore

As an Analyst at Accenture, gained valuable experience in data analysis and project management. Was responsible for the overall Customer Support engagement.

- Answer inbound customer phone calls, provide highly detailed information on company's various programs and services.
- Check to ensure that appropriate changes were made to resolve customers' problems.
- Recommend improvements in products, service, or billing methods and procedures in order to prevent future problems.
- Queries related to consumer electronics (television, mobile and telephone).

EDUCATION

- 2007 - 2009

MBA - Human Resource / Marketing

Bangalore University / India, Bangalore

SKILLS

Communication **Expert** Teamwork **Expert**

Leadership **Expert** Adaptability **Expert**

COURSES

- **Undergone Training on Software Development Life Cycle Process**

through CareerNet

- **IT Recruitment for Talent Management & HR Professional**

Udemy