**[Business Development Technical Recruiter](https://www.postjobfree.com/resume/ady5r4/business-development-technical-carmel-in)**

**Location:**Carmel, IN

**Posted:**August 23, 2023

**Contact Info:**

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**Resume:**

V.K. VENKATESH MOUDGALYA

Carmel, IN 46032 (408) 425-1828 amazonalumni@gmail.com linkedin.com/in/amazonalumni/

(Open to relocation)

Senior (Lead) Technical Recruiter Recruiting Manager PAGE 1 With over two decades of experience, including 8 years in Technical Recruiting, managing teams, and driving profitability across multiple industries. Expertise in technical recruiting, sales, account and vendor management, and customer success. Versatile skills in multi-channel digital advertising, mobile, print, and online. A persuasive, resourceful, solution-focused leader with a track record of delivering measurable business, engineering, and manufacturing results. Background includes challenging technical, project management, and commercial roles within pharmaceutical and oil/gas organizations. Leverage communication and interpersonal strengths to establish credibility and collaborate with internal and external partners across functions at all organizational levels. Strategically manage competing priorities, consistently achieving business goals in culturally diverse environments within global complex matrix organizations. CORE COMPETENCIES

Technical Recruiting Professional Coach Sales Management Customer Success Market Growth & Exploitation Alliance & Partnership Management Market Analysis & Penetration Sales Team Building Leadership Market Planning & Positioning Multi-Channel Product Distribution Vendor Management Client

& Account Management Management Strategic Business Planning New Product Launches Business Development & Growth Collaboration

PROFESSIONAL EXPERIENCE

Amazon, Carmel, IN Jun 2021 – June 2023

Technical Recruiter Pro Trainer Coach SME FC - Auditor

● Worldwide Amazon Stores, Hire world-class software engineers for multiple teams/Organizations including our e-Commerce Alexa, Retail, Business Development, Operations Technology, Amazon Go, Whole Foods, Amazon Prime, and Go Prime, among others.

● Exceeded new hire expectations with 9 Inclines/offers accepted in 4 months.

● Passive sourcing, candidate reach outs, in-depth interview preps, and negotiating compensation.

● Start-up mode work ethics and Agile methodology.

● Worked closely with the Amazon leadership teams and HR business partners across the country to ﬁll all levels of backend SE roles.

● Worked and designed a detailed roadmap for the hiring process.

● Performed Extensive instructor-led training, coached, mentored, and managed over 50 new hires through their onboarding program, providing clear learning objectives for the program.

● Deliver concrete, actionable feedback to new hires on behavior, decision-making, recruiting funnel metrics, and delivery goals.

● Debrief the new hires with learning takeaways to be applied in their day-to-day responsibilities.

● Effectively lead weekly cohort team meetings with their actionable deliverables quarter after quarter.

● Provide insight on trends and patterns of success and failure to improve the onboarding program.

● Collaborate with other WWAMS teams, providing SMEs in areas of content specialties.

● Manage coaching conversations and processes with strong multi-tasking abilities.

● Inﬂuence, collaborate, and listen to stakeholders across Amazon's multiple organizations to gain crucial insights on trends and continuously improve programs based on the needs of the business (technical recruiters) in all aspects of the Amazon Ecosystem hiring process.

● Driving internal cross-team collaboration.

● Write and showcase extensive white papers documenting, proposed new and creative ideas to enhance productivity, team building, and new hiring strategies.

● Hands-on FC-auditing across WWOps buildings in the Indianapolis Metro Area.

● This audit provides baseline information for a central repository of data that will assist in identifying gaps that require senior-level consideration.

V.K. VENKATESH MOUDGALYA PAGE 2

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● Supported between 15 to 20 Job requisitions for e-Commerce Alexa, Retail, Business Development, Operations Technology, Amazon Go, Whole Foods, Amazon Prime, and Go Prime, among others.

● Exceeded expected ramp time by executing 9 hires in 4 months, postrampaveraged2hirespermonth.

● Managed 50+ new hires through onboarding, providing instructor-led training and 1-1 support.

● Influenced business stakeholders by providing crucial insights on trends to build strategies around hiring demand.

American Specialty Health, Carmel, IN Dec 2020 – Jun 2021 Full Life Cycle Technical Recruiter

● Partnered with ASH leadership team and HRBP across the US to fill 16 job requisitions in six months supporting full compensation negotiation.

● Conducted sourcing strategy sessions providing market intelligence to the business teams. iTalent Digital, MogoRank Software, San Jose, CA Mar 2020 – Sep 2020 Full Life Cycle Technical Recruiter

● Oversaw technology practice support in fifteen roles.

● Grew management consulting technology practice in USA, Poland, and India. Guidewire Software, San Jose, CA Jul 2019 – Jan 2020 Technical Recruiter, Sourcer

● Collaborated with Product Development (PD) and Cloud Customer Operations (CCO) Engineering Departments.

● Support 8 Roles holding sixteen requisitions.

Infogain Corporation (Contract), Los Gatos, CA Jan 2019 – Jun 2019 Technical Recruiter

● Supported 10-15 requisitions for software engineers.

● Clients Included: Apple (IS&T), Kaiser Permanente, Anthem, Airbnb, Qualcomm, FedEx, NetApp, Costco & Ad Hoc.

Embarcadero Publications, Palo Alto, CA May 2016 – Dec 2018 Technical Recruiter, Senior Multi-Channel Account Manager, Multimedia Sales

● Hired iOS and Android developers for various digital products OTHER PROFESSIONAL EXPERIENCE

Harte Hanks, Bay Area, CA 2010 – 2015

Territory Manager, Advertising Account Executive

Generated 5 Million in Revenue.

Reach Local, Bay Area, CA 2009 – 2010

Internet Marketing Consultant

Generated 3.5 Million in Revenue.

EnLume Inc., Bay Area, CA 2008 – 2009

Sales Manager

Generated over 10 Million in revenue with a team of 5. V.K. VENKATESH MOUDGALYA PAGE 3

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Time Warner Telecom, Bay Area, CA 2007 – 2008

Account Executive II

Generated 2 Million in Revenue.

Yellow Book USA, Fresno, CA 2005 – 2007

Senior Advertising Sales Executive

Generated 3.6 Million in Revenue. (President’s Club Award Winner) Sprint PCS, Mobile Telephone Company, Pittsburgh, PA 2003 – 2005 Senior Communications Consultant

Generated 1.2 Million in Revenue.

“Incredible Customer Experience (ICE) Award” on numerous occasions, Excellence GOLD award for the FY 2004 sales, and Gold Sales award certification (132% quota for Jan. and Feb. 2005)” LANGUAGES

English Hindi Telugu Kanada Tamil

CERTIFICATIONS

Google, Certified SEM, SEO

EDUCATION

SAINT MARY’S COLLEGE OF CALIFORNIA

Executive Master of Business Administration (MBA), In Progress OSMANIA UNIVERSITY, Hyderabad, India

Bachelor of Commerce