

Linkedin Profile

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Contact

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 Chennai, Tamilnadu

Education

Bachelor of Engineering | ECE
K. Ramakrishnan College of Technology,
2011-2015

Skills

- IT & Non-IT Talent acquisition
- Staffing Account management
- Business development and sales strategy
- US and Indian Markets
- Client and vendor management
- Team leadership and mentoring
- Full-cycle recruiting
- Strategic partnerships
- Key account management
- Market expansion
- Negotiation and deal closure
- Lead generation
- Documentation and reporting

Tools

LinkedIn Recruiter & Sales, Monster, Indeed, Dice, Nakuri, Carrer Builder, Ceipal, Zoho, Bullhorn, Dynamics CRM

Naveenraj Kesavamurthy

Manager, Talent Acquisition, Account, Delivery and Business Development

About Me

Talent Acquisition, Account Management, Delivery and Business Development professional with nearly 10 years of success across US IT, US Non-IT staffing, and concurrent 5 years of Indian Staffing. Proven in driving up to 50% revenue growth through strategic partnerships, strong client relationships, and high-performing team leadership. Expert in end-to-end recruitment, account expansion, and delivery management across IT and non-IT domains. Known for innovative sourcing strategies and collaborative solutions that consistently drive business growth and client satisfaction.

Work Experience

June 2025 - October 2025

iBovi

Full Desk Account and Recruitment Manager

- Leveraged the Splittle platform to collaborate with freelance recruiters, expanding the talent network and accelerating closures for active requirements.
- Re-engaged existing clients to generate additional job openings, improving account penetration and repeat business.
- Actively utilized LinkedIn Recruiter to source, screen, and engage high-quality candidates across both IT and Non-IT roles.

Aug 2018 - May 2025 Rapport Talents

Manager, Talent Acquisition and Account

(Apr 23- May 25)

- Expanded the client base by 90% across new markets and industries.
- Led a team of 15+ sales and recruitment professionals to exceed quarterly and annual targets, resulting in a 50% year-over-year revenue increase.
- Managed the complete recruitment life cycle for both full-time and contract positions, sourcing top talent from diverse channels.
- Coordinated the manager interview process, including resume reviews, remote interviews, and onsite interviews.
- Led all aspects of talent acquisition throughout the recruitment life cycle, including developing sourcing strategies, identifying candidates, and creating job descriptions.
- Responsible for sourcing, recruiting, hiring, and retaining top talent.
- Worked extensively with LinkedIn Recruiter to source candidates for niche openings.
- Conducted thorough assessments of employee eligibility for various visa categories, including H-1B, L-1, TN, and Green Cards.
- Successfully managed clients ranging from Fortune 500 companies to midsize firms and startups.
- Achieved a 30% increase in client retention through focused relationship management.
- Managed key accounts, ensuring client satisfaction and aligning services with evolving business needs.

Expertise

IT – SAP, Oracle, AI, ML, Data, Salesforce, Peoplesoft, JDE, NetSuite, Bigdata, Cybersecurity, Network, Infrastructure, Cloud, Software development, Project/Program Managers, Director, VP, C-level roles

Non-IT – Tax, Banking, Finance, Accounting, Audit, Civil, Nurse, Marketing, Engineers, HR roles

Positions closed

As a Sales/Account Manager- 110+
As a Recruiter – 70+

Industry experience

Food, Automotive, Semicoundtor, Engineering, Retail, Healthcare, IT and services, Accounting, Finance, Government Organizations, Pharmaceuticals

Regions covered

US/USA and India

Models worked

Direct clients – Fulltime/Permanent, Contract, Contract to hire MSP, SOW

Assistant Manager, Talent Acquisition and Account (Feb 22- Mar 23)

- Led a team of 10 members, ensuring daily targets were consistently met.
- Manage the day-to-day recruiting process related to candidate communications, relationships, decisions, compensations, and other aspects of the candidate experience
- Maintained strong, ongoing relationships with existing clients to secure repeat business.

Senior Business Development Executive/Recruiter(Aug 18- Jan 22)

- Managed end-to-end IT staffing lifecycle, from client acquisition to final placement.
- Took on additional responsibilities as a recruiter to close more positions within a quick turnaround time.
- Specialized in closing IT roles quickly with minimal cost, emphasizing candidate quality.
- Focused on new account development, client servicing, rate negotiations, and closing.

Oct 2015 – Mar 2018

e-Business International Inc

Business Development Executive/ Sourcer

- Generated leads and sent emails to clients to develop new business opportunities.
- Collaborated with clients to gather requirements, recruit candidates, submit resumes, and schedule interviews

Recommendations

Please visit my LinkedIn page <https://www.linkedin.com/in/naveen-raj-16374519a/> to view the recommendations that I have received