N. SATHEESHKANNA

Jaipur, Rajasthan, India | +91-9782453035 | kkaanna@gmail.com |
linkedin.com/in/n-satheeshkanna-42375b56



About Me

Human Resource Management and Corporate Relations professional with 14+ years of experience in placements, employer engagement, recruitment operations, key account management, internship programs, and industry-academia collaboration across Healthcare, Hospital Management, Public Health, Pharma, Analytics, Rural Management, Engineering, and Consulting sectors. Strong capability in coordinating with multi-sector stakeholders including **Government health agencies, multilaterals, development partners, hospitals, pharma companies, and top consulting firms** for structured hiring and placement partnerships with excellent communication, execution rigor, stakeholder coordination, and delivering placement outcomes aligned with evolving industry needs.

Key Competencies:

- Corporate Relations & Key Account Management (Recruiters/Clients)
- Placement Strategy & End-to-End Recruitment Operations
- Internship Programs & Employability Initiatives
- Employer Onboarding & Partnership Development
- Hiring Coordination: Campus, Early Careers & Lateral Hiring Support
- Industry-Academia Collaboration & Engagement Events
- Student Career Readiness, Counselling & Placement Support
- Recruitment Analytics, Screening & Process Excellence
- Stakeholder Management (Leadership / Faculty / HR / Business Teams)
- Team Leadership & Cross-functional Coordination

Skills

MS Office Suite | CAD | Pre-Employment Screening | Teamwork | Leadership
Time Management | Public Speaking | Adaptability | Learning & Development
Skill Development | Recruitment Handling | Corporate Handling | Team Building
Analytical Skills | DBM | Good Team Player | Positive Attitude | Self - Motivated

Work Experience

INSTITUTIONAL EXPERIENCE

Institute Name : IIHMR University, Jaipur
Designation : **Sr. Manager – Placements**
Period : Dec 2021 to Till Date
Sector Focus : Healthcare, Public Health, Hospital Management, Pharma, Analytics, Rural & Development Sector

Nature of Responsibility:

- ✓ Led the complete placement lifecycle including employer engagement, requirement mapping, hiring coordination, scheduling, and offer closure.
- ✓ Built and sustained long-term relationships with corporates, hospitals, consulting firms, public health agencies, and development partners.
- ✓ Coordinated campus recruitment drives and ensured smooth execution through stakeholder alignment and operational planning.
- ✓ Designed and delivered employer-aligned engagement activities including industry sessions, pre-placement talks, and hiring readiness interventions.
- ✓ Enabled structured internship pipelines and supported conversion opportunities through institutional coordination.
- ✓ Counseled candidates on career alignment, market expectations, and role fit to enhance hiring outcomes.
- ✓ Leveraged AI-driven recruitment tools and data analytics to streamline candidate sourcing, improve screening efficiency, and enhance decision-making in early and lateral hiring processes.
- ✓ Strengthened institutional positioning through strategic outreach and recruiter onboarding across domains.

Key Deliverables / Outputs:

- Expanded recruiter engagement across Healthcare Delivery, Public Health Programs, Pharma, Consulting and Analytics.
- Delivered consistent placement operations through structured processes and stakeholder management.
- Improved recruiter experience and strengthened repeat hiring relationships.
- Enabled multi-sector placement opportunities through targeted corporate outreach and engagement.

Key Client / Recruiter Ecosystem (Illustrative)

✓ **Government / Public Health / Development / Multilateral Partners**

National Health Authority (NHA), National Health Mission (NHM) – across India, NHSRC (National Health Systems Resource Centre), National Health and Family Welfare ecosystem, UNICEF, WHO, World Bank, JHPIEGO, IHAT, Various CSR / Development Foundations and major health programs, Hospitals / Healthcare Providers

✓ **Pharma / Lifesciences**

Sun Pharma, Torrent Pharma, Pfizer, Bharat Serums, Corona Remedies, Medronics, and other pharma/healthcare organizations

✓ **Consulting / Advisory**

EY, KPMG, Deloitte, PwC, Bain, BCG and other consulting/advisory organizations for placement proceedings

INSTITUTIONAL EXPERIENCE

Institute Name : Anand International College of Engineering, Jaipur, Rajasthan
Designation : **Corporate Relationship Manager**
Period : Jan 2016 to Dec 2021
Sector Focus : Engineering, Technology, Professional Hiring & Campus Engagement

Nature of Responsibility:

- ✓ Developed and executed annual **placement strategies** for internships and final placements.
- ✓ Built recruiter relationships and created sustainable employer pipelines for continuous hiring support.
- ✓ Coordinated campus hiring drives including employer communication, student mapping, scheduling, and execution support.
- ✓ Conducted employability programs including training, skill development, and industry interaction sessions.
- ✓ Managed internal stakeholder alignment with leadership, faculty, and marketing teams for industry-academia collaboration.
- ✓ Ensured smooth recruitment operations through interdepartmental coordination and continuous process improvement.

Key Deliverables / Outputs:

- Strengthened employer engagement and expanded recruiter base through targeted outreach.
- Ensured structured placement processes and improved campus drive efficiency.
- Enhanced student employability through internships and skill-building initiatives.

INDUSTRIAL EXPERIENCE:

Company : Pure Tech India Pvt. Ltd., Trichy, Tamil Nadu.
Designation : **Design Engineer (R&D)**
Period : Dec 2012 to Jun 2015
Sector Focus : Industrial Engineering, Infrastructure, Clean Technology Systems

Nature of Responsibility:

- ✓ Investigation of Client's Site Conditions.
- ✓ Performing research for suitable designs regarding vendor requirements and satisfaction.
- ✓ **Structural Designing and Analyzing** of the UG Tanks are done as per the Indian Standards.
- ✓ Drafting of the Structures by using **AutoCAD**. Creating the drawing documents like **PFD** (Process Flow Drawing), **GA** (General Assembly Drawing), **P&ID** (Process and Instrumentation Drawing), **BOM** (Bill of Materials).
- ✓ Detailing of Underground Structures, and concluding the structural bars and Concrete Grade for the design, providing as per **Rate of Analysis** etc.
- ✓ Designed UG tanks capacity up to **640KL**. Situated at IOCL Storage Plant, Mohanpura, Jaipur, Rajasthan. And also designed the Tank structures for the organizations like IOCL Abu Road, HPCL Bharatpur, HPCL Mathura, HPCL Salawas, TOYO Projects in Indonesia. Kannur International Airport, And Sabarimala STP, Pepsico- Kolkata.
- ✓ The OWS Systems were Erected and commissioned on behalf of me at Hyundai Factory- Irrugattukottai, Chennai, SAIL - Pata, (UP), IOSL IGI Airport, New Delhi, and IOCL Storage plant - Mohanpura, Jaipur (Raj).

Key Deliverables / Outputs

- Designed underground tank capacities up to 640KL for key industrial clients.
- Delivered engineering design documentation for multiple infrastructure and industrial installations.

Academic Chronicle

Course	Year of Passing	University / Board
PGDHRM (Human Resource Management)	Sep 2020	SVKM's Narsee Monjee Institute of Management, Mumbai **(NMIMS – Mumbai)**
B. Tech., (Civil Engineering)	Jun 2012	Rajasthan Technical University, Kota, Rajasthan
Diploma (Civil Engineering)	Apr 2009	Department of Technical Education, Tamil Nadu
HSC	Mar 2007	State Board of School Education, Tamil Nadu
SSLC	Apr 2005	State Board of School Education, Tamil Nadu

Professional Attainments

Completed Certification Courses on

- **"Leadership and Emotional Intelligence"** authorized by **Indian School of Business.**

Professional Achievements

- Awarded by **ZS Associates** for the **"Support and Contribution in Organizing Placement Initiatives"** in Mar. 22.
- Attended the **Webinar** on **"Innovative Students Engagement Methods in Virtual Environment"** organized by **IBS, Jaipur**

Computer Proficiency

- **MS-Office suite (Word, Excel & Power Point Presentation)**
- **Auto CAD**
- **STAAD Pro**

Languages Known

- **English** ***(Proficient)***
- **Hindi** ***(Proficient)***
- **Tamil** ***(Proficient)***
- **Marathi** ***(Conversational)***

Personal Details

Father's Name	:	Mr. K. Narayana Rao
Marital Status	:	Married
Birthday	:	March 26, 1990
Nationality	:	Indian
Gender	:	Male

Declaration

I, N. Satheeshkanna, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.



N. Satheeshkanna