



Department of Placements and Training

CIRCULAR

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We are happy to share that the 2018 batch students registered with Cocubes are eligible to participate in “Schneider Electric” drive for “Graduate Engineer Trainee” Position

Company Profile:

Schneider Electric™ creates connected technologies that reshape industries, transform cities and enrich lives. Our 144,000 employees thrive in more than 100 countries. From the simplest of switches to complex operational systems, our technology, software and services improve the way our customers manage and automate their operations. Help us deliver solutions that ensure Life Is On everywhere, for everyone and at every moment:

<https://youtu.be/NILJMv1Y7Hk>.

For details visit: <https://www.schneider-electric.co.in/en/>

Job Details

Roles And Responsibilities:

Pre-Sales
Sales and Business Development
Marketing
Purchase
Service and Projects

Industry BU

Support Product Activity on Marketing front.

Assist sales in meeting or exceeding yearly sales goals of all Schneider Industry platforms.

Conduct regional product trainings.

Proximity

Candidate will be involved in field sales meeting dealers and individual customers to sell and market the Schneider products.

Candidate should be willing to get deployed in any city like Gurgaon, Chandigarh, Ahmedabad, Vadodra, Pune, Mumbai, Chennai, Hyderabad, Kolkatta.

Partner BU

GET's, who are versatile and can take up any role in commercial like Sales & Marketing, BD, Services & Projects team.

Candidate will be involved in field sales, meeting dealers and individual customers to sell and market the Schneider products & solutions. Candidate should be willing to get deployed in any location within India.

Candidates should have ability to understand business scenarios and work in Global environment. Must possess excellent communication skills with positive attitude. Should be willing to travel if required and be flexible to adapt to changes.

ECI

Perform systematic forwarding of relevant project information (e.g. updated contractual conditions, supplier management data) to keep all project participants up to date with the latest information

Prepare and issue Request for Quotations (RFQ) , clarify RFQs to suppliers, clarify and (pre-)evaluate bids. Bid Evaluation on basis of Commercial and Price Comparisons

ITB

Willing to take up a challenging role in Sales & Marketing and Service & Projects team within Schneider Electric which is into UPS, Racks & Cooling solutions, mainly in verticals such as Secure Power, Transport, Service Sales & HBN and Data Centre Solutions & three phase & single phase service delivery. There would be some amount of travelling involved. The incumbent would have to meet customers/ dealers and sell ITB products & solutions. Candidates might also have to visit site locations if needed.

The candidate should possess the ability to self-learn and adapt to new and emerging technologies.

Candidates should have ability to understand business scenarios and work in Global environment. Should be equipped with Good communication skills, positive attitude and desire to learn/acquire different skills.

Field Services:

Provide outstanding Customer service

Advise customers on best practice, new services and upgrade opportunities

Is in permanent relation with his planner/coordinator for smooth execution of his intervention
Will escalate to FS technical expert in the countries as needed when unable to solve a technical issue

Perform other duties as assigned

Can investigate remotely the origin of the breakdown and submit fixes (in a service bureau for example)

Salary Details: 4.75 LPA

Interview Location: Bangalore

Joining Location: Bangalore

Joining Period: Immediate

Bond: 2 Years Service Agreement(Sum of INR 2,00,000 will have to be paid to the company in case early exit)

Selection Process

- Online Applications on CoCubes.com
- Candidates will be short-listed on the basis of their PRE-ASSESS® scores and question asked. Also, would request you to update your online resume.
- Shortlisted Candidates are required to travel to the venue campus for the drive(Venue will be informed well in advance)
- Further Rounds: 1. Technical Interview, 2. HR Interview

- Candidates please note that interview date is tentative. We will let you know the confirmed interview date along with venue well in advance.

Selection Criteria

Throughout percentage : 65 - 100

College percentage : 65 - 100

Batch : 2018

Degree : Bachelor of Engineering

Branch: Electrical, Electronics & Electrical

Bond Period : 24 months bond

Communication Skills : No Preference

Backlogs : No current backlog

WorkEx : No Preference

Gender : No Preference

Profile Type: Core - Plant
 Designation: Graduate Engineer Trainee
 Pay: 475000
 Joining Location: Bangalore
 Venue: Bangalore
 Event Date: 25 Jul, 2018 10:00 AM
 Last Date to Apply: **19 Jul, 2018 10:00 AM**

Eligible Students:

CoCubes Id	Name	Branch	Email
2501520	Kirthiga.G	E E E	kirthigaganeshan02658@gmail.com
2501519	Rahul Kumar	E E E	rahulchunu82@gmail.com
2501522	Anjali.P.S	E E E	psanjali1997@gmail.com
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2501589	Raj Suriya M	E E E	rajsuriya789@gmail.com
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