



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 469__

Dated: 16th February 2023

Sub. Placement opportunity for BCA and MBA (with B.Tech) students of the batch passing out in year 2023 in the company “A. Paul Software Systems Pvt. Ltd.”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for BCA and MBA (with B.Tech) students of the batch passing out in year 2023 in the company “A. Paul Software Systems Pvt. Ltd.” for your reference and circulation to students to apply on given link by **18th February 2023**:

Registration Link – <https://forms.gle/QufqDbFMviCaMBGq6>

A Paul Software Systems Pvt. Ltd. is conducting a recruitment drive to hire candidates for their organization.

1. Job Title: Business Development Executive

Vacancies: 2

Skill set Expected: Good communication skills in English, presentable, PPT

Qualification: B.Tech-UG & MBA-PG (Internship is + point)

Package:-4 LPA

Hiring Process-

1. Aptitude Test-15 mins
2. Numeric Test-30 mins
3. DISC Personality Test-10 mins
4. Virtual Interview

2. Job Title: Data Management Executive

Vacancies: 1

Skill set Expected: Good communication skills in English, presentable, PPT

Qualification: BCA

Package:-3-4 LPA

Hiring Process-

1. Aptitude Test-15 mins
2. Numeric Test-30 mins
3. DISC Personality Test-10 mins
4. Technical Test
5. Virtual Interview

Detailed JD is attached (Kindly ignore experience required mentioned in JD, fresher are also eligible).

LAST DATE FOR REGISTRATION IS 18th February 2023.

(Ms. Nisha Singh)
Placement Officer, CCGPC

About Company –

Company Website:- <https://apaulsoftware.com/>

About Optitech-IOT (A. Paul Software):

Optitech-IOT , Unit of A Paul Software Systems Pvt. Ltd. is a fast growing (300% CAGR year or year) professionally managed division of A. Paul Instruments Pvt. Ltd, a financially strong business house with interests in Software, E-governance, Automation and Railway Engineering Projects. Our products regularly make news on mainstream news.

Optitech IOT Designs, Develops, manufactures IOT devices that make our life simple. It deploys GSM/GPS, Lorawan and Wifi based connected devices for the transport sector- majorly Trains and Buses- with an upcoming automotive components division.

We are driven by a vision that globally, smarter cities are the only sustainable way to accommodate a rapid urbanization that will see 50% of the world population inhabiting world cities. Connected and integrated city systems must become a rule rather than an exception to sustain this.

We understand this challenge. Our communication technologies help transportation become more intelligent and accessible. Our IOT devices assist governance bodies in extending more responsive services. Fewer queues, more information and a better life - our technologies promise you that. Let us dream up a connected life together.

THE WORK: The company designs and manufactures IoT enabled passenger information systems and sensor systems, video analytics enabled CCTV surveillance systems, entertainment systems, environment sensors (IoT enabled) , industry 4.0 parts and systems. All products are supported with superlative dashboards on the Software as Service (SAS) model. The company is seeking talent with specific experience on .net, Microcontrollers and Linux BSP and application development.

We do not want employees , we want team members to join us to build the next wave of IoT.

Job Description - Business Development Executive

Designation	Education	Experience	Skill
BDE	B.Tech + MBA	2	Good Communication

About us

At APaul Software Systems has been providing passenger information systems, hvac controllers, and led lights to railways for over 20 years.

Optitech-IoT is a division of A. Paul Software Systems P Ltd.

Optitech-IoT is at the forefront of IoT technologies. It is a leading name in the design development and commissioning of IoT-enabled railway equipment and Transport applications.

With its youthful and energetic team, Optitech has grown at a fast pace on the back of marquis projects like Smart Coach, Fogsafe, and work on Video Analytics.

It has won national awards instituted by SIDBI and Economic Times for the Most Tech savvy and Most Innovative company. News about the products has regularly hit national headlines.

We work on a myriad variety of products- Safety Critical Parts, Complex multi-processor Systems, Display and Audio Controllers, Communication Gateways, Ethernet Switches, Voice Processing Systems, Safety-Critical Certified Sensor Systems.

Optitech-IoT is a division of A. Paul Software Systems P Ltd

(Google search: smart coach Indian railways, fog safe device)

Background to the job opening

Total number of positions:2

Reporting: Direct to CEO.

What is the role about?

A.Paul is the largest supplier of Passenger Information Systems to Indian railways. It has developed a range of IoT products that are gaining much traction.

As a BD executive, you will be required to develop close relationships and regularly connect with senior officers of production units - ICF, RCF, MCF, CLW, DMW, DLW, and zonal railway heads of business for developing them as marquis clients. You will also be required to work with leading engineering organisations BHEL, BEML, METROS, and others, who are clients of the company, promoting products and solutions launched by the company.

Key Roles & Responsibilities

- Give presentations and Build Market Awareness of the company's products. Requires extensive travelling, throughout India.
- Schedule meetings and presentations with prospects.

- Meet targets on minimum customer contact frequency at assigned clients (SEE ABOVE) and leads by prospecting and qualifying new sales leads (no financial targets only effort targets).
- Preparing proposals, and other sales pitches required for interacting with clients.
- Develop sound relationships with key customers through periodic visits.
- Follow up on inquiries till the closure of sales for big-ticket orders.
- Summarise and present leads to management.
- Coordinate service to customers as a single point of contact through the projects team.
- Manage the Pre-Bid Process reporting to management regularly.
- Track and ensure participation in the key tenders. Study tender documents and prepare a synopsis report for the management.
- Identify and report on new markets and growth opportunities for the company and inform the management.
- Evaluate Customer Specifications and map them with the company's products.
- Prepare technical offers and ensure submissions to clients in discussion with technical leads in the company.
- Identify Receivables and support the CRMs on reduction of payment cycles.
- Log and track all sales activities in the company CRM system and regularly update account information.

Skills

- No holds barred approach towards sales and BD.
- Good spoken skills and ability to communicate without a hitch.
- Follow-up should be amazing. We value the go-getter approach.
- Should love selling and travelling.
- Good interpersonal skills to maintain an excellent rapport with customers and coworkers.
- Should know what a foot in the door is and have the ability to close business.
- Organised work methods.
- Discipline at Work.
- Coordinate approvals related to consultants and other Government-authorized bodies are made in a proper and timely manner.

Must-Have

- Experience in selling to govt departments and Business to business. Railway Experience is preferred but not essential.
- Experience in Tendering and Bidding.
- Technical knowledge of Automation Systems/ electronics or core engineering products.
- Preferred: Master's degree in Business, Marketing, Sales, or related field
- Proven ability to follow up and net sales. Proven track record of successfully managing customer relationships
- Strong verbal and written communication skills
- Working knowledge of CRM systems
- Must be open for extensive travelling

Job Description - Data Management Executive

About us

Optitech-IoT is at the forefront of IoT technologies. It is a leading name in the design development and commissioning of IoT-enabled railway equipment and Transport applications.

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Background to the job opening

Total number of positions:1

Reporting: Direct to CEO.

Roles and Responsibilities -

We require candidates having 2-4 Years of Working Experience in preparation of Management Information System (MIS) as a Data Management Executive (DME).

The candidate should have working experience in the following functions:

- 2-5 Years Working Experience as MIS. Thorough Knowledge of Excel or Google Sheets.
- Should know Pivot Tables & if possible Macros.
- A background in Mathematics will help.
- Must have strong knowledge of Google Sheet Scripts
- Hands-on working experience- Flow chart Monitoring system
- High Preference for candidates who have worked on google FMS/PMS by Rahul Jain/Sanjeev Jain/Sanidhay Kumar.

Required Candidate profile-

Candidates should be residents of Delhi, Must be comfortable for Okhla Phase 1.

Employment Type- Permanent

Key Skills:

Google script, Data Management, Macros, HLOOKUP, script, Pivot Table, Flow chart monitoring, Excel, Mis Executive, MIS, VLOOKUP, Tables, Management Information System, Dme.