



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/PN/2023/ 508

Dated: 12th April 2023

Sub. Placement opportunity for B.Tech Electrical, Mechatronics and Instrumentation students of the batch passing out in year 2023 in the company “Shivoham Techno Services”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for B.Tech Electrical, Mechatronics and Instrumentation students of the batch passing out in year 2023 in the company “Shivoham Techno Services” for your reference and circulation to students to apply on given link by **14th April 2023**:

Registration link: <https://forms.gle/BSPv8TwFToPB5BLt5>

Company: Shivoham Techno Services

Job Title: Sales Engineer/Business Development Managers/Back-end Operations

Eligibility: B.Tech Electrical, Mechatronics and Instrumentation students of 2023 passing out batch

CTC (To be offered): INR 3 to 5 LPA

Number of positions: 4

Hiring process: Consists of two stages –

1. Personal Interview will be conducted at campus
2. Shortlisted students will be required to report to company’s head office in New Delhi for the final selection round.

Please find JD and company profile for more information.

LAST DATE FOR REGISTRATION IS 14th April 2023.

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIPU



Job Title

Sales Engineer/Business Development Managers/Back-end Operations

Reports To

Regional Managers/Managers

Job Overview/Company Overview

Shivoham Techno Services Pvt. Ltd. is a multi-faceted organisation that caters to all energy and efficiency solutions through IoT technology. We are a technology-forwarder organisation catering to the new market trends of **Testing and Measuring Instruments** and **Industry 4.0, IoT and Automation Solutions** for Government Utilities, Public Sector Units and Private Industries. We are looking for a **dynamic, seasoned, smart and hardworking** Sales Engineer. The candidate must have an **insight for technology-based solutions**.

Our company will enable employees to learn and market the latest technology/solution. Quick learners and disciplined individuals will gain accelerated growth in our company.

Area of Operations & Location:

New Delhi UT, Northern Region, Western Region and Eastern Region.

Responsibilities and Duties

The job will expect the following responsibilities and duties:

- Engineer will be reporting to the Regional Managers/Managers.
- Sales and Marketing of the products/solutions in our portfolio.
- Area of work will be assigned along with the list of customers.
- To maintain and develop new contacts with customers.
- Create relationships with the customer-management level to ease the process.
- Travelling will be required to keep in constant touch with the customer to convert our business into sales.

- You have to cater to all stakeholders such as end-users, engineering, planning design and purchase department for a seamless transaction/conversion.
- Plan your travel/movement to get maximum footfall in your assigned areas.
- Conduct meetings, Presentations, Technical Seminars, Product Demonstrations to promote/market/convert our solution into the business.
- Regularly Update your Management about the requirement of the customer.
- Create/Submit Budgetary Proposals, White paper documents and sales support documents to your customers.
- Creative approach to market and promote our USP (Unique Selling Proposition)
- Meet and Exceed all assigned sales targets.
- Create Marketing Strategies with the management to create and convert
- Working on the detailed road map to insure business conversion.
- Maintain a daily scrum, sales log and customer remarks to participate in daily, weekly, monthly review calls.

Qualities/Skills

Any sales person shall possess the following skills in order to excel in their respective fields:

- Sales Instincts
- Problem Solving-Approach
- Product Knowledge
- Technical Understanding
- Analytical Approach
- Critical Thinking
- Highly Disciplined
- Dynamic Personality
- Confident in approach



- Strong Verbal Communication Skills
- Strong Writing Skills
- Highly Organized Individual
- Computer Skills, eg. MS Office.
- Documentation Skills

Qualification/Educational Background:

- BTech – Electrical, Mechatronics, Instrumentation.



Company Profile

We are pleased to introduce ourselves as one of the leading groups in environmental issues, automation, IoT, power sector, energy efficiency and having relations with companies from Europe, Canada and USA.

- **M/s Modio of Sweden** – This company is an advanced energy conservation company with curated algorithms.
- **M/s BioFabrik of Germany** – This company has a special kind of machine which converts plastic into pyrolysis oil which has different uses like generation of electricity, boilers etc.
- **M/s Enging of Portuguese** - This company provides Electric Machines Condition Monitoring in any industry including Renewable Energy and electric asset.
- **M/s Phoenix Contact**- This German company is a global leader and engineer of creative solutions into connection, automation and electronics.
- **M/s IFM Electronic**- The company is known for its exceptionally large range of industrial grade sensors.
- **M/s Sertec**- This is an Electromechanical Engineering company, developing protection technology against atmospheric discharges.
- **M/s NL Acoustic**- It provides a Handheld device for the monitoring of Partial Discharge, Compressed Gas, Asses Monitoring.
- **M/s CSR Techno Services** is a leading company in the Power Sector(distribution, transmission, generation).

Following are the solutions we provide in-collaboration with our principals:

1. **Conditioning Monitoring Power Equipment.** eg. of Motors, Transformer, Inverters, etc.
2. **IoT & Automation:** Energy Monitoring System, Thermography Software, Battery Monitoring System, Partial Discharge Camera, etc.
3. **Testing Measuring System:** Cable Fault Location, Primary Injection Kit, Oil Dehydration, Circuit Breaker Testing, etc.
4. **Electrical Essential Tools.** eg. Insulation Resistance, Earth Resistance, TFI, Thermal Camera, etc.
5. **Connection Technology 4.0:** Phoenix Contact and IFM.

In addition to our curated product basket, we have our R&D Team who consistently works upon newer technologies, advancements and developments on existing products, increased efficiency and enhanced productivity.