



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/2024/ 1124

27th August 2024

Sub. Placement opportunity for B.Tech (ECE) students of USICT, GGSIP University of the batch passing out in year 2025 in the company “Schneider Electric”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for B.Tech (ECE) students of USICT, GGSIP University of the batch passing out in year 2025 in the company “Schneider Electric” for your reference and circulation to students to apply on given link by **29th August 2024**:

Registration Link – <https://forms.gle/DVM4vKAPdwq2jmBy7>

Name of Company – Schneider Electric

Role – Graduate Engineer Trainee (GET)

COMPENSATION –

- STIPEND: INR 35,000 per month for an Internship Role
- CTC: INR 12,00,000 per annum for B. Tech (when converted to a Full Time Role)

Eligible Degree – B.Tech in ECE, 2025 passing out batch

Eligibility Criteria for students who are interested in applying are mentioned below

- Should have 65% and above in X, XII, Graduation and Post-Graduation (if applicable)
- Should not have any live/active backlogs currently

IMPORTANT NOTE - Please find attached JD for more information. This is an **Indicative Job Description** (JD) about company’s International Operations division. We request all the students to go through the same. Students who are selected for International Operations would be placed in a **Techno Commercial Role** in any of the Business Units mentioned in the JD and **students should also be flexible and open to work in any of these Sub Departments** if selected Internship or a Full - Time Role.

Submission Deadline:

LAST DATE FOR REGISTRATION IS **29th August 2024**.

(Dr. Nisha Singh)
Training and Placement Officer
CCGPC, GGS IP University

The
FUTURE

is electric, and
 Schneider Electric is shaping it.

Create your future with the digital transformation of energy management and automation. At Schneider Electric we offer graduate opportunities and internships.



About Schneider Electric International Operations

Schneider Electric is leading the Digital Transformation of Energy Management and Automation in Homes, Buildings, Data Centers, Infrastructure and Industries.

At Schneider, we believe access to energy and digital is a basic human right. We empower all to make the most of their energy and resources, ensuring Life Is On everywhere, for everyone, at every moment.

Our revenue has been 34+ Billion Euros in 2020. With global presence in over 100 countries, Schneider is the undisputable leader in Power Management – Medium Voltage, Low Voltage and Secure Power, and in Automation Systems. We provide integrated efficiency solutions, combining energy, automation and software.

Apart from driving value proposition for our employees, customers and investors we contribute to the society through a structured, sustainable barometer-based performance.

Over the years we have evolved to become digital and innovative organization, building and leveraging our own capabilities and the capabilities in the eco system.

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Important Information about the Schneider Electric University Program

- **Compensation: INR 12,00,000** p.a. for B. Techs for a Full-Time Role (**TTC: 9 lakhs + 3 Lakhs of Sign on Bonus**)
- There is **No Service Agreement** clause for any Full Time Hires at Schneider Electric
- The **Probationary Period** for University Hires is **6 months**
- This is **an Indicative Job Description** (JD) about our International Operations division. We request all the students to go through the same. The students should also be flexible and open to work in any of these Sub Departments if selected for Internship or a Full - Time Role
- Students who are selected for International Operations would be placed in a **Techno Commercial Role in any of the Business Units mentioned in this JD**. This would encompass one or more of the below areas:

GRADUATE ENGINEER TRAINEE – INDUSTRY

Responsibilities

- Support Product Activity on Marketing front.
- Assist sales in meeting or exceeding yearly sales goals of all Schneider Industry platforms.
- Define and lead all promotional activity including product catalog, advertising, trade shows, case studies, internal newsletter and press releases.
- Be aware of the competitive trends in the Industry Business.
- Conduct regional product trainings

GRADUATE ENGINEER TRAINEE – NATIONAL SALES

Job Overview

An extremely dynamic sales role which requires prescriptive selling, solutioning & services sales. Being a sales engine, the roles also offers rich experience of handling customers, stakeholder management & carries very high visibility.

Responsibilities

- Value based selling to End Users, Consultants, Contractor, Panel Builder, OEM, Distributors & Resellers
- Identifying customer needs & provide product & solution specification
- Generate marketing demand and provide feedback on ongoing trends
- Identify new markets, business opportunities and formulate Business Strategy
- Maintains quality service by establishing and enforcing organization standards
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices

Key Skills required

- Presentation
- Prospecting
- Creativity
- Sales Planning
- Perseverance
- Negotiation skills
- Excellent interpersonal skills
- Commercial awareness & Numerical skills
- Great Customer Connect

GRADUATE ENGINEER TRAINEE – CMO & BD

Role Mission:

To develop the business regionally and in segments for Electrical Distribution business (Low voltage product portfolio of SE) & more EcoStruxure offerings. Manage a product portfolio & support Sales engine in pitching technically for the products & solutions to end customers.

Responsibilities:

- Act as a Technology Ambassador of SE
- Ensuring success of Digital Technologies, Digital offers, Digital Tools & Platforms
- Supporting Sales on Customer conversion
- Understanding customer needs, specification & proposing the solution.
- Presales & application support for products & solutions
- Drive & position Technological Evolution with all internal & external stakeholders

Competencies Required & To Build:

Technical Competencies:

- In-depth Knowledge of
- Power Distribution Offers (VCB, ACB, MCCBs, Switching & Controlling, Transfer Switches & FD) and its applications
- Power Management Offers (Energy Meters, PFC Components, AHF's)
- LV Systems (Busway System, LV Panels: Blokset & Prisma) & its applications
- **Functional Competencies:** Influencing & Convincing, Presentation Skill, Communication skill, Relationship building, Collaborating
- **Behavioral Competencies:** Focus on customers, Fostering cooperation, Higher adaptability,

GRADUATE ENGINEER TRAINEE – POWER SYSTEMS

Job Overview

Students from an engineering background who can handle Procurement of Electrical Items like Panels, Circuit Breakers, Transformers, Cables, Isolators, CT/PT and other substation equipment at the best price to ensure better margins to the organization.

Responsibilities

- Perform supplier qualification, sourcing, bid conditioning and negotiation for best price, best delivery, and best quality in accordance to the project requirement
- Prepare contract and price negotiations for small volumes to contribute to the profitability of the company
- 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

GRADUATE ENGINEER TRAINEE – SECURE POWER

Job Overview

This role is primarily a techno-commercial role in the Secure Power Business unit within Schneider Electric. Secure Power is into selling of 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.

Role would encompass the incumbent to be technically assisting the Sales team in pitching to customers and closing on deals.

There would be some amount of travelling involved.

The incumbent would have to meet customers/ dealers and prescribe ITB products & solutions, as per needs of customers. Candidates might also have to visit site locations if needed.

This position works with the following key external parties:

- End Users
- Consultants
- Distributors
- Resellers
-

Responsibilities: (under supervision of senior management)

- Maintaining and developing relationships with existing customers
- Visiting potential customers for new business
- Understanding customer needs, and prescribing solutions through Sales team
- Designing technical solutions for the customer
- Involvement during the project implementation at sites (if the role calls for)
- Gathering market and customer information
- Representing your organization at trade exhibitions, events and demonstrations
- Advising on forthcoming product developments / launches and discussing special promotions

Key Skills required

- Excellent written and oral communication skills
- Strong Presentation skills especially with wider audience
- Good Technical know-how
- Problem solving skills

GRADUATE ENGINEER TRAINEE – DIGITAL ENERGY

Job Overview

This role is primarily a techno-commercial role in the Digital Energy Business, which is to do with managing the product portfolio of Digital Building (Building management systems, Fire & Security etc.) + Digital Power (Various ranges of Meters & Capacitors)

Role would encompass the incumbent to be technically assisting the Sales team in pitching to customers and closing on deals.

The incumbent would have to meet customers/ dealers and prescribe ITB products & solutions, as per needs of customers. Candidates might also have to visit site locations if needed.

The job involves high degree of Solution selling to customers and building business with our Distributors & End customers, in addition to Transactional selling.

Responsibilities:

- Technically be adept to handle the overall DE business product portfolio
- Assist the regional Sales team to sell the solution to Customers.
- Build on the solution, based on customer specification.
- Gathering market trends & Customer needs

Key Skills required

- Good technical know-how
- Presentation Skills
- Customer First attitude
- Negotiation skills
- Excellent interpersonal skills
- Commercial acumen