



Visvesvaraya Technological University

“Jnana Sangama”, Belgaum-590018 Karnataka



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Organizes

**A Recruitment drive for
2017 Graduates**



gboxz are planning to conduct a recruitment drive for **Engineering, Management and MCA** candidates passing out in 2017.

About gboxz:

gboxz family lab is at the vanguard of its efforts in technology focused business transformation initiatives, by researching and developing products. Being a prospective leader in IT research, gboxz family is intending to provide varied innovative solutions that will help in redefining the market. We believe in Instant Delivery Model (IDM), which is a very unique delivery model, with the ability to rapidly deploy our solutions and products eliminating the barriers caused by geographically scattered organizations and myriad systems. Combined with unique delivery model, world-class IT solutions and consulting services with domain and technical expertise we have an excellent understanding and a 360-degree approach towards market requirements, thus equipping ourselves to provide the market leverage. gboxz Family Lab is in the process of launching series of products under the flagship of gboxz Family. gboxz Family has list of highly innovative products waiting to hit the market. We are in the process of expanding the gboxz Family across the world and make it a global brand.

Breakthroughs:

- Research breakthrough Scalable Business Objects (SBO) a proprietary component that will change the way software works
- Research on 4000 plus business verticals
- The next generation Enterprise Application gboxz slated to be launched this year
- Development of web server faster than any existing web servers in the market
- Research breakthrough in Software delivery model

Objective :

gboxz family lab has made huge investments in technology and domain research with an aim to evolve products and business processes, by simplifying many high end future technologies that adds tremendous value to the market. The culmination of these R&D efforts and based on the study of the industry problems resulted in the emergence of various prospective products from the research stable of gboxz family. gboxz Family is in the process of expanding its operations, requiring to supplement this transition we are conducting a national recruitment drive. gboxz Family has started to tie up with colleges and Universities across India to meet the requirements. gboxz Family will evaluate the candidates' potential based on the tasks assigned during the recruitment process.

Placement Scope:

1) Builder	Chennai	3 LAKHS
2) Smart Builder	Chennai	5 LAKHS
3) Seller	Candidates nearest city	3 LAKHS
4) Smart Seller	Candidates nearest city	5 LAKHS
5) Manager	Candidates nearest city	10 LAKHS

In addition to these roles, there is also an EXCLUSIVE and INTERESTING option for the candidates called as CHANNEL PARTNER, the details of which will be let known over the course of time.

Expected Income for Channel Partner :- More than INR 10 Lakhs Per Annum.

JOB DESCRIPTION:

- Builder:**
- Build Software Components & assemble them to create modules
 - Integrate the modules to create an Engineered Software Application
- Smart Builder:**
- Design Software Components
 - Build Software Components and assemble them to create modules
 - Integrate the modules to create an Engineered Software Application
- Seller:**
- Visit the prospects and convince them to buy the Software Product
 - Show demonstrations about the product to the prospects
 - Drive incremental revenue by closing sales deals by meeting or exceeding expectations
 - Maintain a continuous relationship with the prospects and guide them in After Sales Support
- Smart Seller:**
- Analyze the Market Scenarios at different time intervals and Prospect Customers
 - Draft a Strategic plan to contact and convince the prospects to buy our product
 - Visit the prospects and Convince them to buy the Software Product
 - Show demonstrations about the product to the prospect
 - Drive incremental revenue by closing sales deals by meeting or exceeding expectations
 - Sell the product to the prospect
 - Maintain a continuous relationship with the prospects and guide them in after sales
- Support Manager:**
- Co-ordinate with the team to build the product in accordance to User Requirements
 - Monitor the team of Builders and Sellers and guide them to bridge any gap in their performance
 - Maintain & Monitor day to day activities of the team and generate strategic plan to improve performance
 - Establish contact with prospects on his own and through his team.
 - Answer User queries, which are escalated by the team.

Recruitment Process:

- QUESTION & ANSWER ROUND
- VIRTUAL WORKSHOP
- SELL
- BUILD
- TEAM-BUILDING ACTIVITY

Step 1: Multiple Choice Based Test in Programming / Marketing

In this round, the participating candidates are put through a Multiple-Choice based test in their area of study (i.e) Programming for BE Candidates and Marketing for MBA Candidates

Step 2: Market Convincing / Selling Ability Test through Field Visit

In this round, the candidates are required to go to the market and generate lead with the help of feature set of the product provided by gboxz family.

Step 3: Module Building Ability Test

In this round, the candidates are tested for their MODULE BUILDING SKILLS. Questionnaires to determine the same will be given to the candidate by gboxz family. Once the candidate passes this test, he will again visit the prospect with the DEMO of the product. Here, the candidate collects the requirement deviations from the prospect.

Step 4: Re-Visit to Convince the Market with updated application

In this round, the candidate BUILDS the components based on the requirements. The components on moderation by gboxz family are included in the product. This final product is sold to the customer by the candidate

Step 5: Team-Building Activity

In this round, the candidate builds a team by himself comprising of PROGRAMMERS and SELLERS and carries out the SELL AND BUILD activity through the team. Here, the candidate acts as the TEAM LEADER.

Our Role:

- 1) gboxz Family will provide ONBO, a Mobile Application for the purpose of RECRUITMENT
- 2) gboxz Family will conduct Seminars / Events for Knowledge Enhancement
- 3) gboxz Family will provide FEATURE SET of the product for LEAD GENERATION.
- 4) gboxz family will provide prospect data to candidate. The candidate can also VISIT PROSPECTS ON THEIR OWN.
- 5) gboxz Family will moderate the modules built by the candidate based on the requirements.

Benefits to candidates:

- 1) Real time Industry Training at Free Of cost.
- 2) Exposure to the LIVE MARKET
- 3) The tasks and activities can be done at city/town of the college itself.
- 4) Activities and tasks are given to monitor candidate's performance.
- 5) Selected candidates will be placed with gboxz Family.
- 6) Immediate Opportunity to move higher up the grade on completing graduation.

Mode of Operation to implement the Recruitment Process:

1. The interested students can apply in the given link
2. gboxz Family will provide the Mobile application for the process
3. Candidates will get registered through the MOBILE APPLICATION.
4. gboxz Family will validate the credentials and generate LOGIN PROFILE for the candidates
5. All guidance, monitoring activities & reporting activities will be done online
6. Active participation in the process is expected from the colleges or universities.
7. Candidates will be recruited with us ONLY AFTER COMPLETION OF THE ENTIRE PROCESS.

NOTE:-

THE CANDIDATES WILL BE EVALUATED THROUGH A MOBILE APPLICATION NAMED "GBOXZ ONBO" AVAILABLE IN GOOGLE PLAY STORE, THIS APPLICATION IS DEVELOPED EXCLUSIVELY FOR THE RECRUITMENT PROCESS. BASED ON THE EVALUATION, THEY WILL BE ALLOCATED APPROPRIATE ROLES.

In continuation to this plan, We also conducted a **RECRUITMENT CONFERENCE** on **12/4/2017** at **ITC GRAND CHOLA, CHENNAI**. The event was **LIVE STREAMED** as a **WEBINAR** and we received a very good response from the viewers. We had **1600+ views** for the webinar.

We had 4 interesting sessions during the event:

- 1) **Three Decades of Capturing Requirements**
- 2) **REQ 2.0**
- 3) **Three Decades of Implementation**
- 4) **DEV 2.0**

The topics discussed are **HIGHLY USEFUL** in our Recruitment Process. **We have decided to RE-TELECAST THE WEBINAR on 15/5/2017 (Monday) for the colleges, who were unable to watch earlier. The schedules are:**

Session 1: 10:30 AM - Three Decades of Capturing Requirements

Session 2: 12:30 PM - REQ 2.0

Session 3: 2:30 PM - Three Decades of Implementation

Session 4: 4:30 PM - DEV 2.0

The link for the webinar is:

www.youtube.com/gboxzfamily/live

Interested & Eligible students in the above profile may kindly apply before 18th May 2017:

<https://goo.gl/3EuAXn>

VTU CPC wishes Happy New year & prosperous career ahead.....

For details contact:

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Sd-
Registrar