NOTICE

Name of the Company: M/s. BRISTLECONC

Given below required details for Campus hiring –

<table>
<thead>
<tr>
<th>Roles</th>
<th>Streams</th>
<th>Salary Offered</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineers</td>
<td>B.Tech. Computer</td>
<td>3.5 LPA</td>
</tr>
<tr>
<td>1-Product Manager + 1 (Pre Sales)</td>
<td>MBA-IT / Systems/ Marketing</td>
<td>12 LPA</td>
</tr>
<tr>
<td>Engineers</td>
<td>B.Tech./BE. Mechanical</td>
<td>3.5 LPA</td>
</tr>
</tbody>
</table>

Eligibility Criteria:

- 60% throughout Academic Career (10th, 12th or Diploma, B.Tech. till Semester 6)
- 60% throughout Academic Career (10th, 12th, Graduation (Only B.Tech./B.E. Students) and MBA till last semester)
- NO Backlogs.

Schedule for the Test and Interview:

Date: 21st August, 2017 (Monday)

Last date for Registration: 12th August, 2017 at 02:30 PM

Final year B.Tech. / B.E. Students can apply for the drive at the following Website:

Website: tpozhcet.in

Final year MBA Students can apply for the drive at the following link:

https://goo.gl/forms/WfELTBYOxz31hpxE2
Job Description:

Freshers – BE / BTECH

➢ Associate Consultant

- Must be proficient in writing algorithms, logic building and Coding
- Should have a methodical and analytical approach.
- Good understanding of Programming techniques
- Good understanding of software architecture
- Good knowledge on at least one Database and one Operating System
- Good understanding of Software Engineering tools, procedures and methodologies
- Awareness about latest happenings in technology world
- Ability to understand any process
- Excellent communication, listening and presentation skills
- Very clear thought process and meticulous articulation
- Should be a team player
- Should be a self-starter
- Outgoing and assertive
- Flexible and Adaptable

MBA Hires
Role1 – Product Manager

Educational Qualifications
- Engineering Degree in Computer Science OR Electronics and communication

Must Have:
- Worked with IT Service or Product Company as part of Product Management, Marketing, Presales or Solution Consulting teams
- Entrepreneurial mind-set and open to experimentation
- Clear thought process and meticulous articulation
- Very good verbal and written communication skills, exceptional listening skills
- Good presentation skills

Additional Requirement:
- Previous experience in front end client engagements preferred
- Familiarity with Bristlecone’s offerings is highly desirable
- Previous exposure to cloud technologies and/or Oracle Ecosystem would be a definite plus

Responsibilities:
- Planning and executing Business development activities for IP solutions developed internally
- Creation collateral for various offerings
- Secondary Market Research and Competitive Analysis
- Creation of Product Roadmap and tracking it periodically with development teams
- Lead generation through various channels
- Stakeholder reporting and liaising with different internal and external teams
- Organizing demos, webinars etc for customers
- Creation of Proposals and SOWs
MBA Hires
Role2 – Presales Consultant

Educational Qualifications
• Graduation in any Engineering Discipline – preferably Production, Mechanical, Instrumentation & Control

Must Have
• Worked with IT Service or Product Company as part of Business Development, Presales or Solution consulting
• Sales mind-set, done lead qualification and solution positioning
• Understanding of global ICT Markets, latest Technology trends, CIOs priorities in different industry verticals
• Clear thought process and meticulous articulation
• Very good verbal and written communication skills, exceptional listening skills
• Good presentation skills
• Assertive, Team player and Go-Getter

Additional Requirements:
• Previous experience of selling solutions in Supply Chain and Sourcing / Procurement space
• Previous experience in front end client engagements preferred
• Previous exposure to cloud technologies and/or Oracle Ecosystem would be a definite plus

Responsibilities:
• Positioning Oracle Products and Solutions with Bristlecone Sales, own hard targets for Booking and Revenue
• Lead qualification and prospecting
• Secondary Market Research and Competitive Analysis
• Creation of Account Mining and Farming plans
• Creation collateral for various offerings
• Stakeholder reporting and liaising with different internal and external teams
• Organizing demos, webinars and other customer events
• Creation of Proposals and SOWs

A brief about the Company:

Bristlecone is a supply chain and business analytics advisor, serving customers across a wide range of industries. Rated by Gartner as among the top ten system integrators in the supply chain space, we are uniquely positioned to solve contemporary supply chain problems, with supply chain and analytics focus as our advantage.

Based out of the Silicon Valley, our global team of 1500+ business advisors helps companies rapidly optimize the strategic value of their supply chains through enabling technologies. We solve business problems for hundreds of clients across the globe through supply chain and procurement consulting, advanced real-time analytics, implementation of end to end solutions, integration services, data and information management, cloud and mobility solutions, technology support, and managed services.

Bristlecone is part of the $16.9 Billion Mahindra Group. Mahindra employs more than 200,000 people in over 100 countries throughout the world. What began as a steel company after WW2, Mahindra today is involved in operations across a host of industries and is well on its way to becoming one of the 50 most admired global brands.

Visit us at: www.bcone.com

(Dr. Hassan Irtaza)
Training & Placement Officer