

VACANCIES

1) Opportunity for retired CAPFs officer in Rolta Defence Technology System Pvt. Ltd, Gurgaon.

Please see advertisement given below for the post of Senior / Executive Group Manager and Manager / Sr. Manager at Gurgaon received from the Asstt. Director (Wel), Directorate General, SSB vide letter No. 35/SSB/Wel/WARB/Re-emp/AR/2010/ 686 dated 05.03.2018 :

Job Description	
Job Title / Designation	Senior/Executive Group Manager -Security & Defence CAPE/CPOs
Job Description	<p><u>THE CONTEXT</u></p> <p>As a member of the Sales team, your focus will be centered leading a team by evolving market segmentation & penetration strategies leading to strategically profitable business and evaluating competitive solutions relating to Defence/GIS/C4ISR applications. In this role, you will also analyse and evolve functional requirements, work with different functional modules and testing partner requirements with strong knowledge of HLS especially CAPFs, CPOs & Defence domains attend to clients (Security & Defence/Government) concerns and undertake steps for effectively resolving them & sustain the profitability of the business for future. As a member of the Defence & Technology division, you will assist in defining and recommending solutions for tasks associated with the scope for Defence/GIS/C4ISR Solutions.</p> <p><u>KEY OBJECTIVES OF THE JOB</u></p> <p>Pre Sales/Sales Development, Client Relationship Management, System integration and completing customer acceptance trials for various C4ISR / GIS related projects.</p> <p><u>MAJOR DELIVERABLES</u></p> <ul style="list-style-type: none"> • Handle responsibility of team looking after products pertaining to Defence/GIS/C4ISR solutions and being allocated specific Business Accounts with quantified targets to achieve in timeframes stipulated. • Assist in preparing the technical part of responses to EOIs/RFIs, RFPs & Tenders and building complete response documents for each. • Define and recommend new solutions, using existing technology / solutions along with the latest technology available through our partners. • Undertake Technical Analysis.

	<ul style="list-style-type: none"> • Organising sales visits. • Establishing new business • Demonstrating and presenting products and solutions to prospective customers • Execution of projects. • Write technical/solution white-papers and presentations for validated solutions. • Support requests for demos, proof of concepts and technical guidance internally and externally. • Assist as an operational expert in the C4ISR/GIS domain. • Would be required to develop specifications and plans for all work, such as functional specs, user design documents and scenario test plans etc. • General understanding of information systems • Attending trade exhibitions, conferences and meetings • Reviewing sales performance • Negotiating contracts and packages • Aiming to achieve annual targets.
Work Experience	15 - 20 Years ✓
Functional Area	Command & Control ✓
Role	Sales / Business Development / Technical Marketing ✓
Industry	MHA CAPFs/CPOs/Security/Defence/Government ✓
Keywords (to search the profiles from portals)	Business Development, Technical Marketing, C4ISR, GIS, Tender, Bid, Proposals, RFI, RFP, Sales, Client Relationship Management, Procurement, Provisioning
Location of Job	Gurgaon

Desired Candidate Profile	<ul style="list-style-type: none"> • 15-20 years of relevant experience in the MHA CAPFs/CPOs (Commandant/Second-In-Command) • Bachelor's Degree or higher in Engineering, Technology or related field. • Candidates having adequate understanding of application will be preferred • Good understanding of Deploying solution at the sites in operational test bed environment • Strong Product/Solution Oriented Marketing skills • Strong writing, communications, interpersonal and presentation skills • Good understanding of GIS/C4ISR domain concepts, exposure to product development experience will be preferred • Understand user expectations and develop functional requirements and raise clarifications with stakeholders. • Train team / developers on functional concepts and resolve functional problems faced. • Strong analytical skills to interpret customer business needs and translate them into application requirements. • Evaluate the best approach for each customer and elicit requirements using interviews, document analysis, requirements workshops, surveys, site visits, business process descriptions, use cases, scenarios, business analysis, task & work-flow analysis. • Mentor and groom team members. ✓ • Setting project goals and objectives. ✓
Qualifications	Graduation with Physics, Chemistry, Mathematics/B Tech
Total Vacancy	One

Job Description	
Job Title / Designation	Manager/Sr Manager -Security & Defence CAPF/CPOs
Job Description	<p>THE CONTEXT</p> <p>As a member of the Sales team, your focus will be centered by evolving market segmentation & penetration strategies leading to strategically profitable business and evaluating competitive solutions relating to Defence/GIS/C4ISR applications. In this role, you will also analyse and evolve functional requirements, work with different functional modules and testing partner requirements with strong knowledge of HLS especially CAPFs, CPOs & Defence domains, attend to clients (Security & Defence/Government) concerns and undertake steps for effectively resolving them & sustain the profitability of the business for future. As a member of the Defence & Technology division, you will assist in defining and recommending solutions for tasks associated with the scope for Defence/GIS/C4ISR Solutions.</p> <p>KEY OBJECTIVES OF THE JOB</p> <p>Pre Sales/Sales Development, Client Relationship Management, System integration and completing customer acceptance trials for various C4ISR / GIS related projects.</p> <p>MAJOR DELIVERABLES</p> <ul style="list-style-type: none"> Handle responsibility of looking after products pertaining to Defence/GIS/C4ISR solutions and being allocated specific Business Accounts with quantified targets to

	<p>achieve in timeframes stipulated.</p> <ul style="list-style-type: none"> Assist in preparing the technical part of responses to EOLs/RFIs, RFPs & Tenders and building complete response documents for each. Define and recommend new solutions, using existing technology / solutions along with the latest technology available through our partners. Undertake Technical Analysis. Organising sales visits. Establishing new business Demonstrating and presenting products and solutions to prospective customers Execution of projects. Write technical/solution write-papers and presentations for validated solutions. Support requests for demos, proof of concepts and technical guidance internally and externally. Assist as an operational expert in the C4ISR/GIS domain. Would be required to develop specifications and plans for all work, such as functional specs, user design documents and scenario test plans etc. General understanding of information systems Attending trade exhibitions, conferences and meetings Reviewing sales performance Negotiating contracts and packages Aiming to achieve annual targets.
Work Experience	08 - 15 Years
Functional Area	Command & Control
Role	Sales / Business Development / Technical Marketing
Industry	MHA CAPFs/CPOs/Security/Defence/Government
Keywords (to search the profiles from portals)	Business Development, Technical Marketing, C4ISR, GIS, Tender, Bid, Proposals, RFI, RFP, Sales, Client Relationship Management, Procurement, Provisioning
Location of Job	Gurgaon
Desired Candidate Profile	<ul style="list-style-type: none"> 08-15 years of relevant experience in the MHA CAPFs/CPOs (Deputy Commandant/Assistant Commandant) Bachelor's Degree or higher in Engineering, Technology or related field. Candidates having adequate understanding of application

	<p>will be preferred</p> <ul style="list-style-type: none"> • Good understanding of Deploying solution at the sites in operational test bed environment • Strong Product/Solution Oriented Marketing skills • Strong writing, communications, interpersonal and presentation skills • Good understanding of GIS/C4ISR domain concepts, exposure to product development experience will be preferred • Understand user expectations and develop functional requirements and raise clarifications with stakeholders. • Train team / developers on functional concepts and resolve functional problems faced. • Strong analytical skills to interpret customer business needs and translate them into application requirements. • Evaluate the best approach for each customer and elicit requirements using interviews, document analysis, requirements workshops, surveys, site visits, business process descriptions, use cases, scenarios, business analysis, task & work-flow analysis. • Setting project goals and objectives.
Qualifications	Graduation with Physics, Chemistry, Mathematics/B Tech
Total Vacancy	One

Disclaimer:- The retired CAPFs personnel may like to apply for the job as per the norms and eligibility criteria prescribed by the company. It is clarified that WARB will not have any kind of bearing if any legal or financial complication arises at a later stage.

2) Miss Hemlata Khorwal, Assistant Branch Manager, Kotak Mahindra Group, 1st & 2nd Floor, Plot No. 40, Central Market Building, Punjabi Bagh (West), New Delhi-26 has again informed WARB vide e-mail letter dated 20.09.2017 that they require retired persons to be engaged/appointed with their company in Delhi/NCR. The job descriptions are as under:-

Required Post	-	Financial Consultant
Age limit	-	35+
Qualification	-	Minimum 12 th
Earning	-	Upto Rs. 30,000 + incentives
Area	-	Delhi / NCR

The willing retired persons may contact directly to :-

<p>Miss Hemlata Khorwal Assistant Branch Manager Kotak Mahindra Group Contact No. – 9999821089</p>	<p>Miss Rajni Sharma Sr. Recruitment Development Manager Kotak Mahindra Group Contact No. – 9999023202</p>
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3) Brig Naveen Sodhi (Retd), Senior Vice President – Marketing Defence & Industry Products of Shiva Taxyarn Ltd. (A Bannari Amman Group Company), 1109, 11th Floor, Antriksh Bhawan, 22 Kasturba Gandhi Marg, Connaught Place, New Delhi – 01 has informed WARB vide letter dated 28-06-2017 that they require retired persons having experience in procurement procedure to be engaged/appointed in their Marketing Office located at Connaught Place, New Delhi. The job descriptions are as per enclosed letter :-

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(194)

SHIVA TXYARN LTD.
NEW DELHI

Dated: - 28^{Jun} 2017

To,
Welfare and Rehabilitation Board,
Room No 204-205,
IInd Floor, 'F' Wing,
Nirman Bhawan,
New Delhi – 11.

**EMPLOYMENT FOR EX PARA MILITARY
FORCES PERSONELL FOR MARKETING
TEXTILE PRODUCTS**

Dear Sir,

- Shiva Taxyarn Limited is a 25 years old textile manufacturing company in India, with world class capability in spinning, knitting, garmenting, processing and **Technical Textile manufacturing**. Our products are exported worldwide and our products represent true quality and value to our customer, our group and company website www.shivatex.co.in elaborates more on both our group companies and products.
- Our company is supplying a number of Textile and Technical Textile products to the Defence Forces. The company is planning similar products of international standard for the Paramilitary Forces. We are looking for a Retired person with experience in procurement procedure to be located in our Delhi Marketing Office located in Connaught Place, New Delhi. The candidate should fulfil the following:-
 - Age not above 60 years and Retired not beyond 2 years. ✓
 - Preferably staying in Delhi.
 - Should have worked in the Procurement office of the force.
 - Rank should be Inspector level.
 - Remuneration, Negotiable
- The willing candidate to be directed to :-

Mr. SK Goyal
Coordinator
Mobile No 9818770440
Land Line 011-41718232, 011-41718233

Thanking you,

Yours faithfully,

Brig Naveen Sodhi (Retd)
Senior Vice President- Marketing Def & Ind. Products

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4) Shri Raghu Raman, Group President – Risk, Security & New Ventures, Reliance Industries Ltd. vide letter No. RIL/SSB/GCS/2017/1 dated 14th March, 2017 has intimated to WARB that they will provide attractive employment opportunities to the wards of serving and ex-CAPF personnel in the De-risking / Security field with Reliance Industries Limited (RIL) as Security Executives / Officer in the officer cadre. The job description are as under :-


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21 MAR 2017
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14 Mar '17

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28/03/17



RIL / SSB / GCS / 2017 / 1

Smt. Archana Ramasundaram, IPS
Director General, Sashastra Seema Bal
Sashastra Seema Bal, Force Head Quarters
East Block - 5
R K Puram
New Delhi - 110066

OPPORTUNITY FOR WARDS OF SERVING AND EX CENTRAL ARMED POLICE FORCE PERSONNEL WITH RELIANCE INDUSTRIES AS SECURITY OFFICERS IN THE OFFICER CADRE

Dear Ma'am,

1. My name is Raghu Raman and I am a former Army officer. I left the Army in 1998 and worked in the private sector for a decade before re-joining the Government in MHA, as the founding CEO of the National Intelligence Grid. After about five years in MHA, I reverted back to the corporate sector – where I work as Group President in the Reliance Industries (Sh Mukesh Ambani Group)
2. It has been my passion to try and do whatever little we can to augment the brand of the Armed Forces / Central Armed Police Forces as well as cater to the needs of Ex Armed Forces / Central Armed Police Force Personnel to the best of our abilities. Among the many initiatives that we have in Reliance Industries, I am writing to seek your support in one that will provide the wards of serving / Ex - Central Armed Police Force personnel attractive employment opportunities in the De-risking / Security field with Reliance Industries Limited (RIL) as Security Executives in the officer cadre.
3. As you might be aware, RIL is India's largest private sector company with a turnover of approx. INR 296,091 crore (US\$ 44.7.0 billion) as of Mar 2016. RIL is committed to national growth and creates significant employment opportunities for thousands of youth of this country.
4. We at Global Corporate Security (GCS) part of RIL, provide enterprise wide security services by deploying state of the art technologies to safeguard assets of RIL which are extremely critical for our nation. It is with pride that I would like to highlight that as of today, we have provided stable and satisfying second career to over 10,000 personnel at all levels from the Armed Forces / Central Armed Police Forces and continue our endeavors to support them.

Regd. Office: Maker Chambers IV, 3rd Floor, 222, Nariman Point, Post Box: 11717, Mumbai - 400 021, India.
Phones: +91-22-2278 5000. Telefax: +91-22-2204 2268, 2285 2214. Website: www.ril.com
CIN: L17110MH1973PLC019786

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5. Further, as I have mentioned above, we provide job opportunities to young graduate professionals as Security Executives in the officer cadre. This job not only provides a stable and a secure stepping stone in the corporate world, beginning with a Cost to Company (CTC) of INR 3.75 Lakhs per annum, but also provides ample opportunities for professional and personal development aimed at furthering their career growth.
6. I am writing this DO to seek your office's support in giving this opportunity wide publicity through all the relevant stakeholders so that maximum wards of serving and Ex - Central Armed Police Force personnel could benefit. We shall start the hiring process from 3rd Apr 2017. The social media links and contact information regarding the job roles which can be used by interested graduate professionals are given below.
- a) Email: gcs.hiring@ril.com ✓
 - b) Telephone: +91 22 4477 4949
 - c) LinkedIn: Reliance Global Corporate Security (<http://bit.ly/276SG88>)
 - d) Facebook: @RelianceGCS (<https://www.facebook.com/RelianceGCS>)
 - e) Twitter: @RelianceGCS (<https://twitter.com/RelianceGCS>)
7. May I also use this opportunity to seek a meeting with you at your convenience to present a few ideas which I believe will go a long way in rehabilitating Ex - Central Armed Police Force personnel, especially those who are disabled and also some initiatives to enhance the brand image of the Central-Armed Police Forces.

with warm regards
Raghu Raman

Raghu Raman
Group President – Risk, Security & New Ventures

Disclaimer : The retired CAPFs/AR personnel may like to apply for the job with above mentioned companies/organisations as per the norms and eligibility criteria prescribed by the respective company/organisation. It is clarified that WARB will not have any kind of bearing if any legal or financial complication arises at a later stage.