



Ref. No.: -GRD-IMT/P&CA/2023/TP-57

Date: 11/02/2023

## **POOL CAMPUS PLACEMENT NOTICE**

### **For B. TECH-CS/IT/MCA/MBA BATCH-(2023)**

#### **Name of Company: HANSA SOLUTION**

**ABOUT COMPANY:** - Hansa Solutions incorporated on 30th November 2006 with a three-member team, with one solution and one client. The research and development activities were started in 2007 with expert team from Actuarial Science and Insurance Business background. Our story begun in November 2006 with 2 Member team, modest beginning with a simple product and one client.

Today we are privileged to be part of almost every Life Insurance Company in India. We have spread to Asia's Financial Centers Like Hong Kong, Singapore, Indonesia, Malaysia, In Middle East as well, Antenna Systems, Interiors & Plastics, Aftermarket, Electric Vehicle & Connected Systems.

#### **Job Description for MBA Graduates**

##### **Roles and CTC**

Sl. No.	Role	Fresher CTC Category A1	Fresher CTC Category A	Experienced CTC
1.	Trainee/Associate, HR	5.5 LPA	5 LPA	7 LPA
2.	Trainee/Associate, Product Analysis	5.5 LPA	5 LPA	7 LPA
3.	Trainee/Associate, Project Management	6 LPA	5 LPA	7 LPA
4.	Trainee/Associate, Management Executive	7 LPA	6 LPA	10 LPA
5.	Trainee/Associate, Business Development	7 LPA	6 LPA	10 LPA

\*Experience in relevant role for at least 2 years.

##### **Eligibility Criteria**

1. 70% aggregate score from 10<sup>th</sup>/SSC till current education (MBA).
2. No backlogs in any semester in MBA and in previous academics.
3. Working Commit for 2 years starting from internship.

##### **CTC and Other emoluments**

1. The above CTC will have components of
  - a. 12% on Basic Pay Provident Fund.
  - b. 5 Lakhs worth of Medical Insurance (Premium 5000/- per annum).
  - c. Gratuity as per Gratuity Act.
  - d. Rs. 200 professional Tax.
2. 3 Star accommodation will be provided for first 5 days of joining at Hansa Office to facilitate the settlement and relocation.
3. Probation period of 6 months starts after internship is completed.
4. No other emoluments are eligible.

##### **Internship Stipend & Other emoluments**

1. Category A1 and Experienced 30,000/- per month.

2. Category A 25,000/- per month.
3. 6 months Internship will start from date of joining in Hansa.
4. No other emoluments are eligible.
5. Only exam leaves are allowed during internship, where college/University has to send an email to Hansa on the date of examination.
6. Provisional certificate of completion of UG/PG should be submitted

**Job Descriptions for Various Roles**

Title	Trainee/Associate, Project Management
Education	MBA
Work Experience	0 - 2 years
Work Location	Hyderabad
Job Description	<ul style="list-style-type: none"> <li>● Participate in Project Planning</li> <li>● Prepare Gantt Charts</li> <li>● Resource Allocation to Projects</li> <li>● Track Project Progress</li> <li>● Track Resource activities</li> <li>● Track Resource performance</li> <li>● Plan Change Request</li> <li>● Conduct Project Meetings with Clients</li> <li>● Conduct Daily Scrum with Team</li> <li>● Present project status in Steering Committees</li> <li>● Risk Assessment</li> <li>● Execute the project on time</li> <li>● Change Request Management</li> <li>● Issue Reporting Management</li> <li>● Reporting to the Project Board</li> <li>● Reporting to the Stakeholders</li> <li>● Present the Project Health in Monthly Review Meetings</li> </ul>
Pre-experience	<ul style="list-style-type: none"> <li>● Weightage of existing experience</li> </ul>
Training	<ul style="list-style-type: none"> <li>● Hansa will provide on job training on project management in 12 months duration.</li> </ul>

Title	Trainee/Associate HR	
Education	MBA	
Work Experience	0 - 2 years	
Work Location	Hyderabad	

Job Description	<ul style="list-style-type: none"> <li>● Manage Induction Programs <ul style="list-style-type: none"> <li>○ Collection and verification of documents</li> <li>○ Background verifications</li> <li>○ Scheduling induction programs</li> <li>○ Arranging accommodations, travel and transport for new joiners</li> <li>○ Settling reimbursement bills</li> </ul> </li> <li>● Enablement <ul style="list-style-type: none"> <li>○ Induction Training Program Planning</li> <li>○ Continuous Training Program Planning</li> <li>○ Engage and coordinate with external/internal trainers programs</li> <li>○ Two-way Training Feedbacks and reviews</li> <li>○ Conduct evaluation examinations</li> <li>○ Arrange Certificates and Awards</li> </ul> </li> <li>● Service and Support <ul style="list-style-type: none"> <li>○ Receive grievances, complaints from team members and address them and resolve amicably.</li> <li>○ Resolve leaves, reimbursements, HR policy related queries.</li> <li>○ Track and Share employee data with payroll (regarding leaves, complimentary offs )</li> <li>○ Arrange travel accommodation.</li> <li>○ Process T-bills</li> <li>○ liaise with external vendors related to office administration (E.g., Medical Insurance, Legals etc).</li> <li>○ Campaign and Implement HR Policy</li> <li>○ Handling arrangements during client visit</li> <li>○ Inculcate Organization Culture and Behaviour</li> <li>○ Prepare and circulate office orders.</li> </ul> </li> </ul>	
Pre-experience	Weightage of existing experience	
Training	Hansa will provide on job training on HR activities in 12 months duration.	

Title	Trainee/Associate, Management Executive	
Education	MBA	
Work Experience	0 - 2 years	
Work Location	Hyderabad	

Job Description	<ul style="list-style-type: none"> <li>● Management Executive <ul style="list-style-type: none"> <li>○ Reports to CEO</li> <li>○ Track CEO activities and maintain reminders</li> <li>○ Make appointments with external parties/clients of CTO/COO/CEO or VP/AVP/Etc as required.</li> <li>○ Maintain Minutes of Meeting and take actionpoints of the company</li> <li>○ Follow up on actionable items of CEO</li> <li>○ Initiate and Schedule General Body Meetings</li> <li>○ Initiate and Schedule Board Meetings</li> <li>○ Maintain CEO Desk and Bulletins</li> <li>○ Organize Seasonal Greetings and souvenirsfor all the connects of CEO</li> <li>○ Communication</li> <li>○ Maintain connects and contacts of CEO withseveral categorizations</li> <li>○ Member of Advisory to CEO for operationaland business activities</li> <li>○ Plan Travel and Tours of CEO</li> <li>○ Organize staff communications.</li> <li>○ Assist in staff meetings and events</li> </ul> </li> </ul>	
Pre-experience	Weightage of existing experience	
Training	Hansa will provide on job training	

Title	Trainee/Associate, Business Development	
Education	MBA	
Work Experience	0 - 2 years	
Work Location	Hyderabad	
Job Description	<ul style="list-style-type: none"> <li>● Business Development <ul style="list-style-type: none"> <li>○ Connect to existing clients for new opportunities on Software and Servicesofferings</li> <li>○ Create connections with new clients andoffer Hansa Products</li> <li>○ Create and Manage Leads</li> <li>○ Demonstrate Hansa Products at high level toclients</li> <li>○ Identify for new RFPs in the market place</li> <li>○ RFP preparation and submission</li> <li>○ Negotiate pricing with clients</li> <li>○ Identify global and regional conventions forsponsorship and participation</li> <li>○ Identify insurance magazine for advertisements and sponsorship</li> <li>○ Release product roadmap and milestonebulletins to clients</li> <li>○ Conduct relationship survey with clients andget feedback on post sales activities</li> <li>○ Business Development presentations to Board</li> </ul> </li> </ul>	
Pre-experience	Weightage of existing experience	
Training	Hansa will provide on job training	

## **Job Description for B. Tech/MCA**

### Roles and CTC

Sl. No.	Role	Category A1	Category A	Category B
1.	Trainee, Software Development	6.5 - 8 LPA	5 - 6 LPA	4 - 4.5 LPA
2.	Trainee, Product Analysis	-	5 - 6 LPA	4 - 4.5 LPA
3.	Trainee, Application Support	-	-	4 - 4.5 LPA

### Coding Categories:

- ✓ Category A1 is Full Stack Developer demonstrating all functionalities.
- ✓ Category A is a developer, either partially demonstrated Full Stack Development or very good in logic development.
- ✓ Category B is a developer with moderate logic development.

### Eligibility Criteria

1. 70% aggregate score from 10<sup>th</sup>/SSC till current education (BTech).
2. No backlogs in any semester in B Tech/MCA/BSc/MSc (Computer Sciences) and in SSC and +2 and bachelor's degree.
3. Willing to give in writing Working Commitment for 2 years including internship period.

### CTC and Other emoluments

1. The above CTC will have components of
  - a. 12% on Basic Pay Provident Fund.
  - b. 5 Lakhs worth of Medical Insurance (Premium 5000/- per annum).
  - c. Gratuity as per Gratuity Act.
  - d. Rs. 200 professional Tax.
2. 3 Star accommodation will be provided for first 5 days of joining at Hansa Office to facilitate the settlement and relocation.
3. Probation period of 6 months starts after internship is completed.
4. No other emoluments are eligible.

### Internship Stipend & Other emoluments

1. Category A1 30,000/- per month.
2. Category A 25,000/- per month.
3. Category B 20,000/- per month.
4. 6 months Internship will start from date of joining in Hansa.
5. No other emoluments are eligible.

Title	Trainee, Software Development	
Education	B.Tech (CSE/IT), MCA	
Work Location	Hyderabad	

Job Description	<ul style="list-style-type: none"> <li>● Programming in .Net platform languages</li> <li>● Programming in JQuery/Java Scripting Language</li> <li>● Programming in HTML, CSS, Bootstrap, and other web tools.</li> <li>● Database programming in Oracle, SQL Server, RDBMS databases</li> <li>● Database designing</li> <li>● Web UI Development</li> <li>● Mobile Application Development</li> <li>● Artificial Intelligence Application Development</li> <li>● Machine Learning Application Development</li> <li>● Enterprise Architecture Development</li> <li>● Enterprise Solution Designing and Development</li> <li>● Implementation of Systems to clients</li> <li>● Maintenance of Systems to clients</li> <li>● Involve in Requirement Gathering</li> <li>● Involve in designing and documentation</li> <li>● Write Unit Test Cases</li> <li>● Publish Unit Test Results</li> <li>● Reporting and presentation of PMO</li> </ul>	
Training	<ul style="list-style-type: none"> <li>● Hansa will provide on job training on project management in 12 months duration.</li> </ul>	

6. Only exam leaves are allowed during internship, where college/University has to send an email to Hansa regarding the date of examinations.

7. Provisional certificate of completion of UG/PG should be submitted

Title	Trainee, Product Analysis	
Education	BTech (CSE/IT), MCA	
Work Experience	0 - 2 years	
Work Location	Hyderabad	
Job Description	<ul style="list-style-type: none"> <li>● Product Analysis <ul style="list-style-type: none"> <li>○ Insurance Products</li> <li>○ Reinsurance Products</li> <li>○ Implement Hansa Products to Clients</li> <li>○ Involve in Requirement Gathering.</li> <li>○ Write Business Requirement Documents</li> <li>○ Analyse requirements and prepare questionnaires.</li> <li>○ Walkthrough requirements to technical team</li> <li>○ Liaison with Clients and technical team for requirement gaps and understanding gaps and questions</li> <li>○ Prepare test scenarios, test cases, test data and test the application with various testing techniques.</li> <li>○ Support client during User Acceptance Testing</li> <li>○ Resolve issues raised by the users during UAT</li> <li>○ Get UAT sign off from users to make the system Go Live.</li> <li>○ Impart application training to client/internal team</li> <li>○ Prepare SOPs, user manuals and release documents.</li> </ul> </li> <li>● Data Analysis <ul style="list-style-type: none"> <li>○ New Business data dashboards</li> <li>○ Renewal Business data dashboards</li> <li>○ Reinsurance data dashboards</li> <li>○ Cessions Analysis</li> <li>○ Conversion Ratios</li> <li>○ Claims Ratios</li> <li>○ Trends in incoming business</li> <li>○ Study on customer profiles and analysis</li> <li>○ Actuarial analysis</li> </ul> </li> </ul>	
Pre-experience	Weightage of existing experience	
Training	Hansa will provide on job training on Product Analysis in 12 months duration.	

Link for Registration: - <https://forms.gle/JaFgR87zRPSnWuRd8>

**Last date of Registration: -13/02/2023**

**DATE OD DRIVE: - 16/02/2023**

**VENUE: - GRD IMT, RAJPUR, DEHRADUN**

**REPORTING TIME: - 9 AM**

Please feel free to contact me in case of any queries:



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