MEET THE IT GURUS

The Indian Information Technology (IT) industry has built up a valuable brand equity in the global markets. As this industry scales new heights, Team Ascent brings together some of the top CEOs on a common platform as they share their views on the various trends in India’s IT Inc.

According to the annual report submitted by the Department of Information Technology (DIT), the Indian IT-BPO sector grows in the year 2009-10 at 17%. The Indian software and services sector is expected to garner a growth rate of 3.5-3.7 per cent. The above estimates are to prove that India remains a strong footprint in every sub-sector of IT. Telling on a nano-economical platform, the Indian IT industry has tried to overcome many problems viz. talent, manpower and infrastructure; but now, the IT industry is slowly getting back to the earlier phases in the IT sector have taken collective efforts to overcome these issues.

In Page 15 to read our problem science in the IT industry, Advantage IT - A CEO’s Insight.

Dare to ask: Apply now.

The Siemens Group is a leading global supplier of products, services and solutions in different business sectors like Industry, Energy and Healthcare. The Group’s business is represented by various companies that span across various sectors. The Siemens Group in India comprises of 17 companies. The company employs more than 30,000 people. Currently, the company is looking for candidates with excellent skills across the various domains to fill up the positions in various Business sectors.

For our commercial business departments in India, we are looking for:

**Commercial Trainee**

**Job Code:** CT-2010

**What are my responsibilities?**

- Commercial execution of selected projects including cost monitoring, customer interaction
- Preparation of tenders and contracts
- Management of sales and logistics
- Sales administration
- Order processing
- Sales inventory monitoring
- Sales 
- After Sales related matters
- MIS

**What do I need to qualify for this job?**

- University degree in Commerce with over 10 marks and having passed out in the first attempt. Candidates should be 20 years of age.
- Freshers are considered, should be 25 years of age and having completed degree in Commerce with over 60 marks, having passed out in the first attempt.
- Two years of experience in account and commercial field and degree in Commerce with over 60%, should be 25 years or below.

**What else do I need to know?**

If you satisfy the above criteria you will be shortlisted and will appear for an written test and interviews. Selected candidates will join Siemens Limited as "Commercial Trainee" and will undergo one year training in the commercial functions.

**How do I apply?**

Send your application latest by the 15th of December, 2010, through post courier enclosing your resume. The selected candidates will be sent a letter from management to join the company.

**Important Note:** Siemens is a Merit based employer. Siemens does not charge any security amount/fee from experienced professionals. Siemens may contact you directly from generation time during the hiring process. Any such communication is not associated with the company. Any other offers coming from individuals pretending for placement of money in such individuals establishing emails, do not have any affiliation with the company.

**Admission letters in the name of the candidate will be sent by one of our authorized officials, or for the consequences of any action taken on the basis of email will be voided.

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siemens.com/careers
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V R FERESOE, Managing Director, SAP Labs India

The industry is characterised by shorter technology and product lifecycles, which means people in the industry have to constantly upskill themselves and also be updated with the latest trends.

S Gopalakrishnan, CEO & MD, Infosys Technologies Limited

Businesses have improved their profitability by cutting costs, improved their balance sheets and reduced positions. They will now need to invest in new information technology solutions that they need to grow in size and in many of the drivers for growth such as new markets in emerging countries, digital economy, mobile technology about computing, sustainability, health and social networking as more countries become technology enabled.

MILDIN BAGADE, CEO-Anywhere Technologies

The success of our company, Anywhere Technologies, is directly attributable to the huge impact of the Internet on global business, and the quantum leap it has brought in the application services in terms of access and delivery speed.

Ajay Pymparkar, Director, Infosys

One of the big challenges in the current market is to have a clear intelligence or understanding about what is happening in the market, what is working and what is not working.

The ‘you can count on me’ face of New India

In today’s world, we are seeing the emergence of new platforms, new technologies and new applications. It is important to understand the impact of these technologies and how they can be leveraged to create value for the company.

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The WAR FOR TALENT IS BACK IN THE IT INDUSTRY: WHAT CAN THE INDUSTRY DO TO MAKE SURE IT GET A FAIR SHARE?

The best way to address the gap between attracted and retained talent is having more interaction, improving sponsored workshops and programmes and sharing best practices to bring frequent visiting facilitators back to the best talent.

Good talent is always in demand. Companies should identify early for talent and build the leaders for the customers in order to have an easy transition of key personnel.

The government should provide some kind of impetus to the skilling programmes and also provide some kind of support through the new generation workforce.

A key challenge is that we need to ensure that the talent and the infrastructure is never a bottleneck for the company.

The G4 power needs challenge, creativity and flexibility. They challenge the status-quo all the time. Those who are able to tap into their talents by investing an environment, those companies will be the ones that succeed.

It’s important to create an environment that encourages innovation and helps people. This means we need to think beyond what we have traditionally done. We, for example, have leadership programmes where thought leaders and speakers from across the world are brought together to work on industry-wide problems and find innovative solutions.

We need to work with our clients, social entrepreneurs, and understand working with limited resources. We have seen the benefits of involving clients from different industries.

The challenge is that we have to work with people who agree to work hard and grow our company.

For people who want to be part of an organization, it is the most important thing. We need to have a strong culture and nurture that culture.

Keeping talent is the key to success. We now have that the younger generation comes up with new ideas that challenge the processes. We evaluate each of those ideas with open mind and allot the ones that give a true return on investment.

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