

GALK Introduction



Company Information



Willings, Inc.

- Business - Operation of GALK, a service to support the competitiveness of engineers at Indian Institutes of Technology
- Address - Tokyo HQ
〒135-0044 2-1-30, Etchujima, Koto-ku, Tokyo 135-0044, Japan
- India Branch
WeWork DLF Forum, Cybercity, Phase III, Gurugram, Haryana, 122002
- Establishment date - 11th January, 2018
- Capital stock - 35,010,000yen
- Tel - +81-3-6661-1193
- URL - <https://willings-inc.com/>

Founder Toyoaki Machida

- Born in Oita prefecture, Japan 1987
- Graduated from Ritsumeikan Asia Pacific University, School of International Management
- After working in the foreign ICT human resource recruitment business, specialized in Indian Institute of Technology (IIT) services since 2016
- Established Willings, Inc. in 2018
- The only recruitment agency in Japan with a track record of recruiting with all 23 IITs
- Conducted internships at Japanese companies for approximately 150 IIT students by 2022, achieving a recruitment rate of over 60%.





Services to provide Japanese companies with engineering resources from the Indian Institutes of Technology

Only One as Japanese company

We collaborate with ALL 23 IITs. This is a service that brings together in various ways the carefully selected brilliant minds and Japanese companies that aspire to take on further challenges in the global IT field.

Origin Of GALK

Named "G+A+L+K" after the initials of the names of the four IIT graduates who joined Japanese companies for the first time through our internship project in 2016. We hope that after them, many young talents from IITs will join hands with Japanese companies and this country will regain its vitality once again.

Service Logo

The "G" of "GALK" is used as a motif to express the moment when the peacock, the national bird of India, spreads its wings, overlapping with the expansion of possibilities for a bright future for Japan.

WHAT IS “Indian Institute of Technology(IITs)” ?

IIT-accredited Institutes & GALK Partner Institutes across India

- 1. IIT Madras
- 2. IIT Delhi
- 3. IIT Bombay
- 4. IIT Kanpur
- 5. IIT Kharagpur
- 6. IIT Roorkee
- 7. IIT Guwahati
- 8. IIT Hyderabad
- 9. IIT Varanasi
- 10. IIT Dhanbad
- 11. IIT Indore
- 12. IIT Mandi
- 13. IIT Bhopal
- 14. IIT Gandhinagar
- 15. IIT Jodhpur
- 16. IIT Patna
- 17. IIT Bhubaneswar
- 18. IIT Tirupati
- 19. IIT Bhilai
- 20. IIT Goa
- 21. IIT Jammu
- 22. IIT Dharwad
- 23. IIT Palakkad



Collective name for all 23 national institutes established by the Government of India

Famous alumnus in World's Tech field

Google CEO Mr. Sundar Pichai

SoftBank Former vice president Mr. Nimesh Arora

IBM CEO Mr. Arvind Krishna

Twitter CEO Mr. Parag Agrawal

Strength in cutting-edge technology through industry-academia collaboration with the world's top companies

AI / IoT / Blockchain / ARVR

SERVICE



IITs and Companies Join Forces

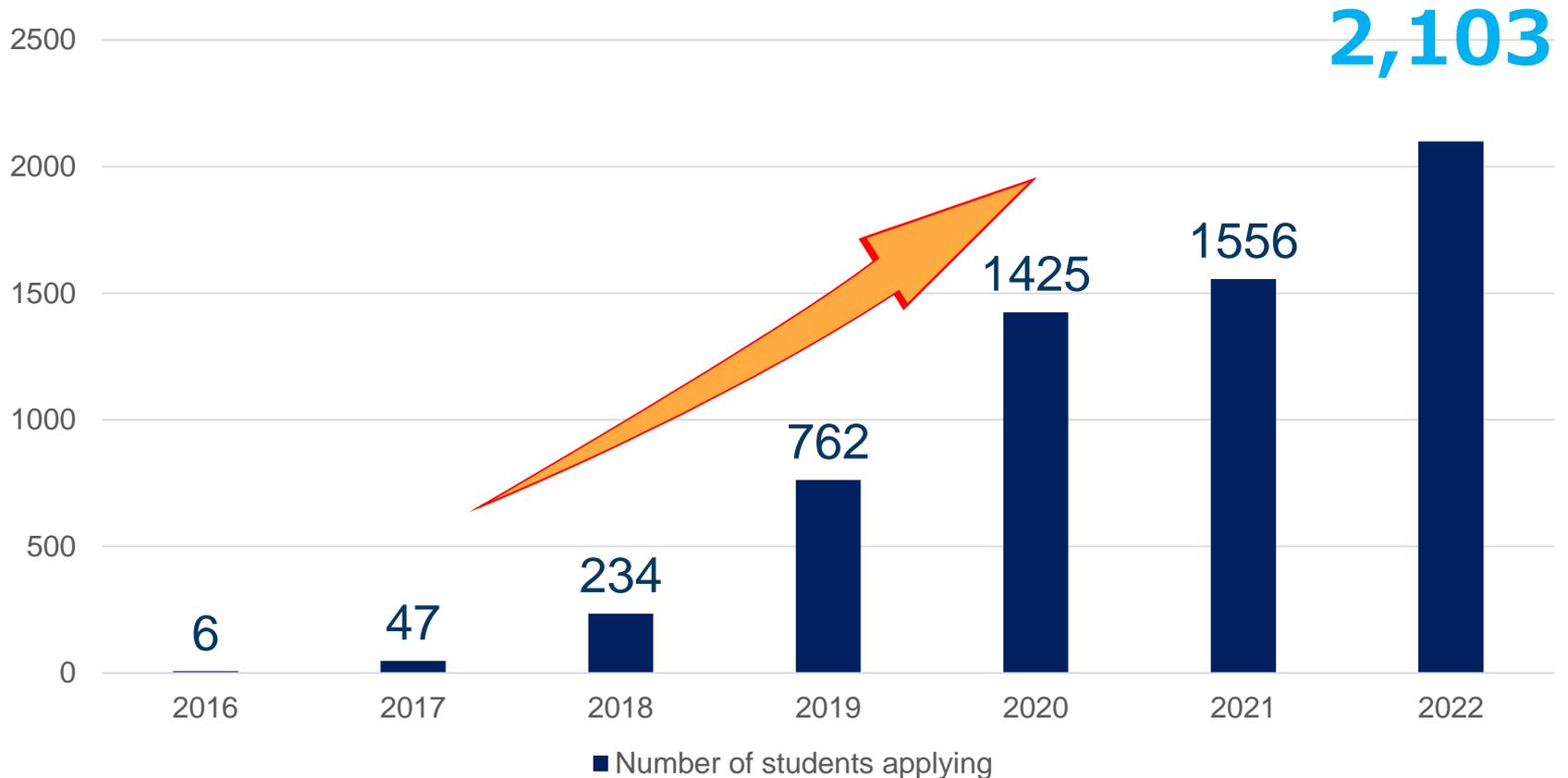
ガルク
GALK Recruit

Recruitment support via internship
Target: Companies wishing to hire engineers from IITs

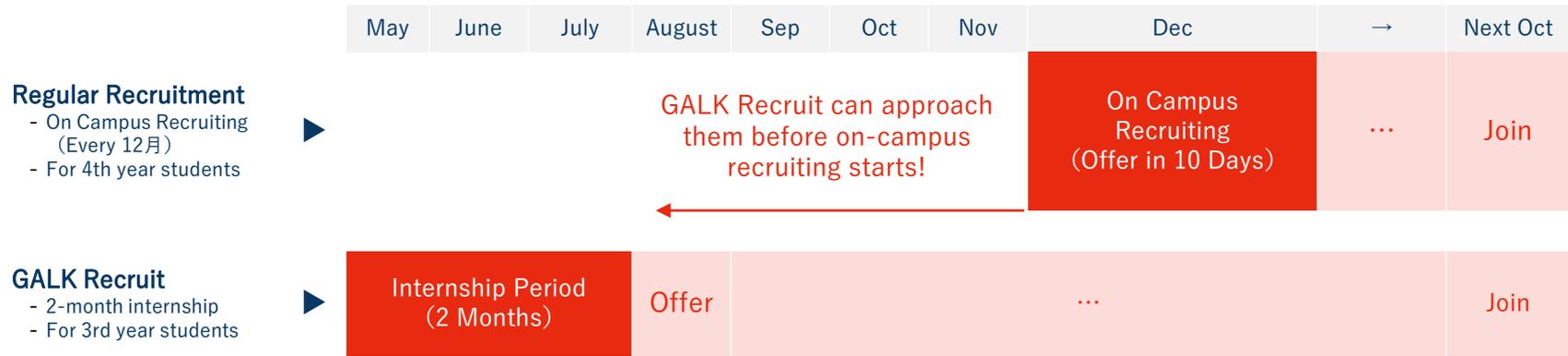
ガルク
GALK Lab

Laboratory-based development specializing in cutting-edge technologies
Target: Companies wishing to develop with engineers from IITs

Recognition of GALK within IITs



Difference between regular recruitment and GALK recruit



- Target : 3rd year IIT students
- After matching 2-month online or offline internship
- After accepting the offer, enter the company in October of the following year

Schedule for FY2023
 Two months during May to August
*This may be slightly ahead or behind

2022				2023										
9月	10月	11月	12月	1月	2月	3月	4月	5月	6月	7月	8月	9月	10月	11月

Sep~Nov ①Recruitment /selection of interns	Dec~Apr ②Matching company and interns ③Internship Offer Notification	May~Jul ④Internship (2 Months) *Online or Offline	Aug~Sep ⑤Offer	Start of the next year's selection
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Placement Trends

1. 最高年収3000万円以上だが、最低年収150万円程。
The highest annual income is over 30 million yen, but the lowest is about 1.5 million yen.
2. インド国内の一次産業（農業系スタートアップ）が600万円前後の
オファーを提示している。
A primary industry (agricultural startup) in India is offering around 6 million yen.
3. GAFA系企業のオファーに対する関心は以前よりも弱化？
Interest in GAFA-affiliated firms' offers weaker than before?

Actual Event

Project Information Session & Student Recruitment



Confirmation of cooperativeness, English language skills, Tech skills and areas of expertise



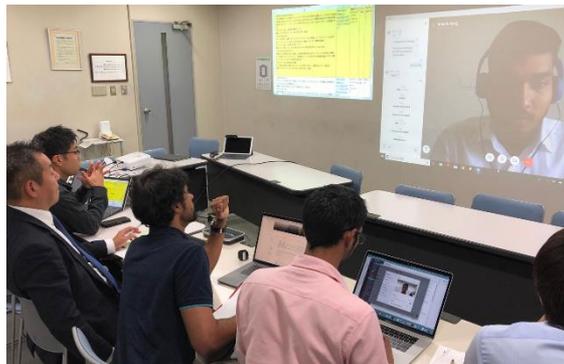
Understanding of personality and degree of desire to work in Japan



Register on the GALK portal



Last Interview before internship



After 2 months internship, Offer



OUR CLIENTS

We have received favorable feedback from many companies, regardless of industry or size!



ARRIVED	B	12:30	SEOUL	JAL	JL6202	TERMINAL 1	14:30	HONG K
		12:30	CEBU	DM	DM 545082		14:30	HONGK
		12:50	SHANGHAI	DHNE	MU523	JAL	14:40	14:00
		13:00	SHANGHAI	JAL	JL872	MU8783 CODE SHARE	14:40	14:05
		13:10	13:12	BANGKOK (DMK)	WI AIRSIA X	XJ602	14:40	14:05
		13:15	TAIPEI	CAL	C1100	JAL	14:40	VLADIV
							14:45	HONG K





Job Offer Rate 62%

Offer Acceptance Rate 92.5%

定着率 Retention rate

Making a home for them

Characteristics of companies that are advantageous in hiring IITians

1. 末端の作業ではなく、難易度の高い新規事業を常に任せられる
Not the end of the line work, but the new business that can be entrusted to them with a high degree of difficulty.
2. 彼らを使うのではなく、彼らに頼ることができる
Can rely on them instead of using them.
3. インド拠点もしくは日本国外拠点を持っている
Having branch offices in India or outside Japan.

HOW TO WORK (GALK Lab)

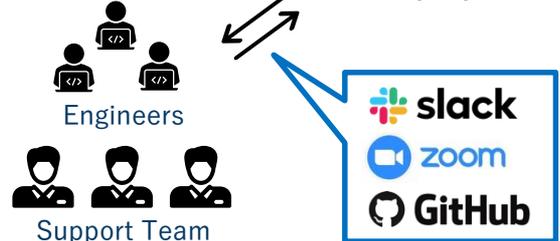


Indian Institute of Technology
 Selected from all 23 campuses
 Establishment of a development unit of
 undergraduate and graduate students



- Assign engineers according to company requests
- Managing & evaluating engineers in the development unit

※This service is not a contracted development, but a quasi-contracted service for the purpose of renting an exclusive team for a company.



- Customer Success
- Bilingual Bridge SE
- Local Staff in India



WHAT IS GALK LAB

1. Development Team Can Be Recruited

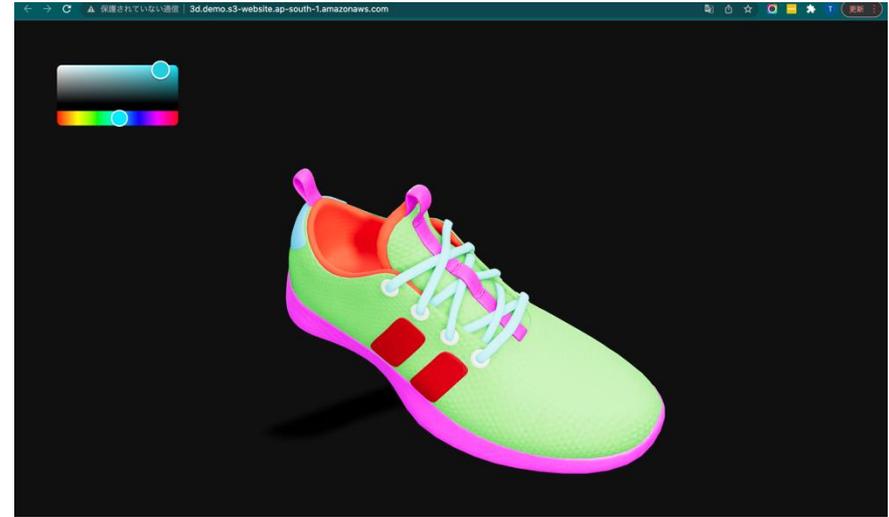
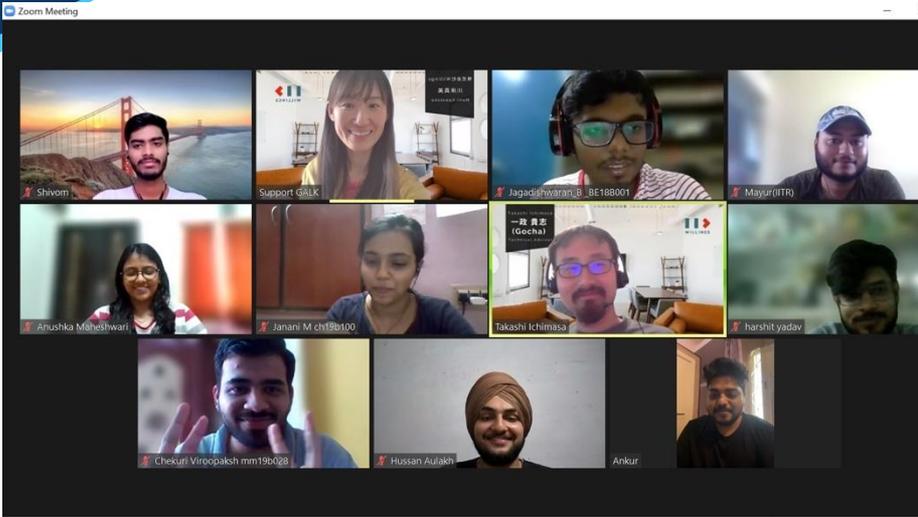
Forming a laboratory team dedicated to your company
Deepen understanding of the company and its projects while advancing the company's research and development
Scouting/ Recruiting for high performers within the team

2. Optimized Team Members

With our extensive engineering resources and unique evaluation system, we are able to
By proactively replacing low performers in corporate projects, we are able to
Optimize the number of engineers on your team

3. Experienced and Bilingual Japanese Bridge SE

Experienced in managing local engineering teams in overseas companies
Japanese bilingual bridge SEs to support corporate development



App Store Preview

Open the Mac App Store to buy and download apps.



QOHS Home 4+
SMILE CREATE GROUP Inc.
Designed for iPhone
Free



アプリ
予約開始
初めてアプリで予約すると50%OFF!

iPhone Screenshots



本格おうち整体で
心も体もスッキリ



好きな時に
気になったセラピストで
簡単予約



施術には
セラピストから体について
カードがもらえる！

App Storeレビュー

このAppは、iPhoneおよびiPadのApp Storeでのみご利用いただけます。

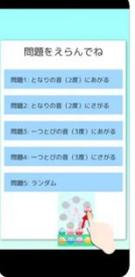


ドレミ観覧車 4+
TOON KIKAKU COMPANY
★★★★☆ 2.0 (100件)
¥120

スクリーンショット iPhone iPad



バスティン研究会アプリズ
ドレミ観覧車



問題をえらんでね

- 問題1 となりの音 (2音) にあがる
- 問題2 となりの音 (2音) にさがる
- 問題3 一つ上の音 (3音) にあがる
- 問題4 一つ上の音 (3音) にさがる

問題5 ランダム

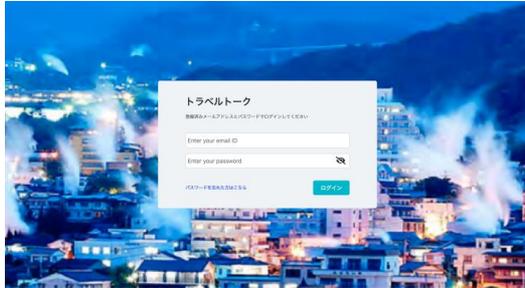


となりの音にあがる
00:05

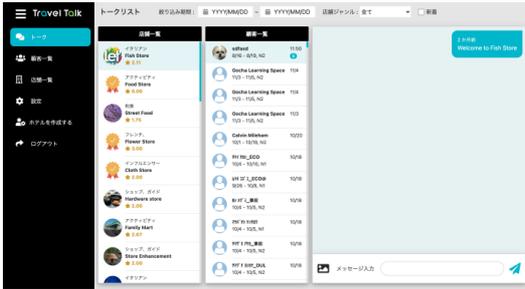


ドレミ観覧車
TOON KIKAKU COMPANY

Examples of Service Usage : Chatbot System



(Login Screen)



(Individual Chat Screen by Shop)



(Shop Detail Screen)

Title :
Chatbot System for Hotel - Travel Talk -

Description :

- Purpose: Prototype development
- Type : WebApp Development
- Number of people: 25
- Duration: 3 Months
- Functions: Chatbot
- Technology used: Flutter

