

Alrouf Lighting Technology Pvt Ltd.

Task Pack (3 Practical Tasks + Deliverables)

General notes for all tasks

- \* Tools allowed: Zapier/Make/Workato, Python (FastAPI/Flask), OpenAI API, LangChain/LlamaIndex, Vector DB (FAISS/Chroma/pgvector), Postgres/SQLite/Sheets.
- \* Provide a README, .env.example, and a 3–7 min video walkthrough.
- \* Include mocks so we can run locally without secrets.

## Task 1 — RFQ → CRM Automation (No-Code + LLM optional)

Goal: Capture incoming RFQ emails → extract fields → write a row to Google Sheets → create Opportunity in Salesforce (or a robust mock) → archive attachments to Drive → auto-reply to the client (AR/EN) → post an internal alert (Slack/Teams).

Test email (example):

Subject: RFQ — Streetlight Poles

Body: Hello Alrouf, please quote 120 pcs streetlight model ALR-SL-90W. Needed in Dammam within 4 weeks. Attach specs. Regards, Eng. Omar, +9665XXXX, omar@client.com

Deliverables: scenario blueprint/screenshots, sample Sheet + Drive folder, CRM mock log (JSON), auto-reply sample, error log.

## Task 2 — Quotation Microservice (Python + OpenAI)

Endpoint: POST /quote (FastAPI).

Input JSON (example):

```
{  
  "client": {"name": "Gulf Eng.", "contact": "omar@client.com", "lang": "en"},  
  "currency": "SAR",  
  "items": [  

```

```
{
  "sku": "ALR-SL-90W", "qty": 120, "unit_cost": 240.0, "margin_pct": 22},
  {"sku": "ALR-OBL-12V", "qty": 40, "unit_cost": 95.5, "margin_pct": 18}
],
"delivery_terms": "DAP Dammam, 4 weeks",
"notes": "Client asked for spec compliance with Tarsheed."
}
```

Logic: price per line = unit\_cost × (1 + margin\_pct%) × qty; return line totals + grand total + Email Draft (AR/EN) summarizing price, terms, and any spec notes.

Non-functional: tests (pytest), Dockerfile, OpenAPI docs, local run without keys (mock LLM).

## Task 3 — RAG Knowledge Base (AR/EN)

Goal: Simple Q&A over 3–5 sample documents (public or dummy) with citations.

Pipeline: ingest → chunk → embed → index (FAISS/Chroma/pgvector) → query → cite sources.

UI: CLI or minimal web; must support AR/EN answers; graceful refusal out of scope; short latency/cost report.

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### D) Scoring Rubric (60 points)

Area	Points
Task 1 — RFQ→CRM Automation	20
Task 2 — Quotation Microservice	20
Task 3 — RAG Knowledge Base	20
Pass threshold	≥ 42/60

General criteria: clean repo, runnable without secrets, error handling, security hygiene, documentation, maintainability.

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E) CV Screening Checklist (use for first-pass)

1. Built production Zapier/Make automations in the past 12 months
2. OpenAI API + one of LangChain/LlamaIndex
3. Python 3.x + FastAPI/Flask + tests
4. Integration with Salesforce/Odoo or similar ERP/CRM
5. Public GitHub with relevant projects
6. Vector DB experience (FAISS/Chroma/pgvector)
7. Time-zone overlap  $\pm 3$ h KSA
8. Strong written English (Arabic is a plus)
9. Compensation expectations are reasonable
10. Documented real projects with README/video

Initial classification:

- A (Strong): 8–10 ✓
- B (Viable): 6–7 (review)
- C (Weak):  $\leq 5$  ✗

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F) Candidate Tracker — columns to set up

| Date | Name | Location | Time Zone | Channel | Rate (Mo/Hr) | Availability | GitHub/Portfolio |  
ERP/CRM Exp | Zapier/Make | LangChain/LlamaIndex | Vector DB | Checklist Score (0–10) | Stage  
(New/Intro/Task/Tech/Offer) | Notes |

The task is due in three days.

Thanks,

Alrouf Hiring Team.