



Regd. Off.: Unit No. 1, Riddhi Siddhi, Corporate Park, V. N. Purav Marg,
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| DESIGNATION | <i>Marketing Executive - Lubricants, Greases, Speciality Oils, Waxes-Baroda</i> |
| EDUCATION | <i>M.B.A. (Mktg.), Diploma in Mechanical or Chemical Engineering,</i> |
| JOB PROFILE | <ul style="list-style-type: none"> ➤ <i>To promote launch of Automotive Oils, Industrial Oils, Metal Working Fluids, Greases, Speciality Oils and Waxes.</i> ➤ <i>To market and set up Distributors for Automotive Oils, Greases in small pack of 1, 3.5, 5 litre and 1, 2, 3, 5 20 kg pack size.</i> ➤ <i>Supervising & Leading Successful teams, including delegating & distributing workloads & monitoring Performance.</i> ➤ <i>Communicating confidently & articulately with individuals at all levels of seniority, in order to present sales proposition & raise the profile of Business.</i> ➤ <i>Engaging directly with customers in order to sell high-end products & services.</i> ➤ <i>Responsible for Sales Planning & Strategic Plans.</i> ➤ <i>Performing marketing analysis studies & organize data for formal presentations.</i> ➤ <i>Working closely with the client in order to provide best possible customer support.</i> ➤ <i>Give monthly & annual objectives goals, gross key & sales.</i> ➤ <i>Develop & implement new strategies to increase volumes of the company.</i> ➤ <i>Resolve customer complaints regarding sales/service issues.</i> ➤ <i>Presenting highly customer focused approach in all areas of work, taking time to understand specific requirements & tailoring responses accordingly.</i> ➤ <i>Responsible for sales planning.</i> ➤ <i>Develop & expand sales and customer base.</i> ➤ <i>Perform regular marketing analysis studies & organize data for formal presentations.</i> ➤ <i>Collaborate with customer to determine their needs and to resolve service issues.</i> ➤ <i>Support regional distributors with technical / data support.</i> ➤ <i>Communicate daily with Sr. Co-Ordinator regarding units need & Strategic plans.</i> ➤ <i>Give monthly & annual objectives goals, gross key & sales.</i> |

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| | <ul style="list-style-type: none"> ➤ <i>Develop & implement new strategies to increase sales of the company.</i> ➤ <i>Resolve customer complaints regarding sales & service.</i> ➤ <i>Communicating with people outside the organization, representing the organization to customers, the public, government, and other external resources.</i> |
| <i>EXPERIENCE</i> | <i>15 Years Plus</i> |
| <i>Contact</i> | <i>Rajesh M Rathi – Executive Director</i> |
| <i>E mail id</i> | <u>careers@easternpetroleum.in</u> |
| <i>Web site</i> | <u>www.eastto.in</u> , <u>www.easternpetroleum.in</u> |
| | <p><i>Do not contact in office hours.</i></p> <p><i>Need person residing in Mumbai preferred in near by distance area – Navi Mumbai, Panvel, Kamothe area only</i></p> |