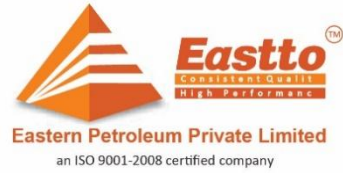


Regd. Off.: Unit No. 1, Riddhi Siddhi, Corporate Park, V. N. Purav Marg,  
 (Sion Trombay Road), Chembur, Mumbai - 400 071. MH, India.  
 Tel.: +91 - 22 - 4232 4121, 2529 9990, Fax: +91 - 22 - 4232 4131, 2524 1895  
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DESIGNATION	<i>Marketing Executive - Lubricants, Greases, Speciality Oils, Waxes- Belgaum</i>
EDUCATION	<b><i>M.B.A. (Mktg.), Diploma in Mechanical or Chemical Engineering,</i></b>
JOB PROFILE	<ul style="list-style-type: none"> <li>➤ <i>To promote launch of Automotive Oils, Industrial Oils, Metal Working Fluids, Greases, Speciality Oils and Waxes.</i></li> <li>➤ <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></li> <li>➤ <i>Supervising &amp; Leading Successful teams, including delegating &amp; distributing workloads &amp; monitoring Performance.</i></li> <li>➤ <i>Communicating confidently &amp; articulately with individuals at all levels of seniority, in order to present sales proposition &amp; raise the profile of Business.</i></li> <li>➤ <i>Engaging directly with customers in order to sell high-end products &amp; services.</i></li> <li>➤ <i>Responsible for Sales Planning &amp; Strategic Plans.</i></li> <li>➤ <i>Performing marketing analysis studies &amp; organize data for formal presentations.</i></li> <li>➤ <i>Working closely with the client in order to provide best possible customer support.</i></li> <li>➤ <i>Give monthly &amp; annual objectives goals, gross key &amp; sales.</i></li> <li>➤ <i>Develop &amp; implement new strategies to increase volumes of the company.</i></li> <li>➤ <i>Resolve customer complaints regarding sales/service issues.</i></li> <li>➤ <i>Presenting highly customer focused approach in all areas of work, taking time to understand specific requirements &amp; tailoring responses accordingly.</i></li> <li>➤ <i>Responsible for sales planning.</i></li> <li>➤ <i>Develop &amp; expand sales and customer base.</i></li> <li>➤ <i>Perform regular marketing analysis studies &amp; organize data for formal presentations.</i></li> <li>➤ <i>Collaborate with customer to determine their needs and to resolve service issues.</i></li> <li>➤ <i>Support regional distributors with technical / data support.</i></li> <li>➤ <i>Communicate daily with Sr. Co-Ordinator regarding units need &amp; Strategic plans.</i></li> <li>➤ <i>Give monthly &amp; annual objectives goals, gross key &amp; sales.</i></li> </ul>

	<ul style="list-style-type: none"> <li>➤ <i>Develop &amp; implement new strategies to increase sales of the company.</i></li> <li>➤ <i>Resolve customer complaints regarding sales &amp; service.</i></li> <li>➤ <i>Communicating with people outside the organization, representing the organization to customers, the public, government, and other external resources.</i></li> </ul>
<i>EXPERIENCE</i>	<i>15 Years Plus</i>
<i>Contact</i>	<i>Rajesh M Rathi – Executive Director</i>
<i>E mail id</i>	<a href="mailto:careers@easternpetroleum.in"><u>careers@easternpetroleum.in</u></a>
<i>Web site</i>	<a href="http://www.eastto.in"><u>www.eastto.in</u></a> , <a href="http://www.easternpetroleum.in"><u>www.easternpetroleum.in</u></a>
	<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>