	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
	Email: office@easternpetroleum.in, Web:www.easternpetroleum.in
DESIGNATION	Markating Francistory Labriants Crasses Sussiality Oils Marsa
EDUCATION	Marketing Executive - Lubricants, Greases, Speciality Oils, Waxes
LDUCATION	M.B.A. (Mktg.), Diploma in Mechanical or Chemical
	Engineering,
JOB PROFILE	<ul> <li>To promote launch of Automotive Oils,</li> </ul>
	<ul> <li>Oils, Metal Working Fluids, Greases, Speciality Oils and Waxes.</li> </ul>
	<ul> <li>To market and set up Distributors for Automotive Oils, Greases in</li> </ul>
	small pack of 1, 3.5, 5 litre and 1, 2, 3, 5 20 kg pack sixe.
	<ul> <li>Supervising &amp; Leading Successful teams, including delegating&amp;</li> </ul>
	distributing workloads & monitoring Performance.
	<ul> <li>Communicating confidently &amp; articulately with individuals at all</li> </ul>
	levels of seniority, in order to present sales proposition & raise the
	profile of Business.
	➢ Engaging directly with customers in order to sell high-end
	products & services.
	<ul> <li>Responsible for Sales Planning &amp; Strategic Plans.</li> </ul>
	<ul> <li>Performing marketing analysis studies &amp; organize data for formal</li> </ul>
	presentations.
	> Working closely with the client in order to provide best possible
	customer support.
	▶ Give monthly & annual objectives goals, gross key & sales.
	> Develop & implement new strategies to increase volumes of the
	company.
	> Resolve customer complaints regarding sales/service issues.
	> Presenting highly customer focused approach in all areas of work,
	taking time to understand specific requirements & tailoring
	responses accordingly.
	<ul> <li>Responsible for sales planning.</li> </ul>
	Develop & expand sales and customer base.
	➢ Perform regular marketing analysis studies & organize data for
	formal presentations.
	➤ Collaborate with customer to determine their needs and to resolve
	service issues.
	Support regional distributors with technical / data support.
	➤ Communicate daily with Sr. Co-Ordinator regarding units need &
	Strategic plans.
	➢ Give monthly & annual objectives goals, gross key & sales.
	➤ Develop & implement new strategies to increase sales of the
	company.

	<ul> <li>Resolve customer complaints regarding sales &amp; service.</li> <li>Communicating with people outside the organization, representing the organization to customers, the public, government, and other external resources.</li> </ul>
EXPERIENCE	15 Years Plus
Contact	Rajesh M Rathi – Executive Director
E mail id	<u>careers@easternpetroleum.in</u>
Web site	<u>www.eastto.in, www.easternpetroleum.in</u>
	Do not contact in office hours.
	Need person residing in Mumbai preferred in near by distance
	area – Navi Mumbai, Panvel, Kamothe area only