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DESIGNATION

Marketing Executive - Lubricants, Greases, Speciality Oils, Waxes

EDUCATION

M.B.A. (Mktg.), Diploma in Mechanical or Chemical Engineering,

JOB PROFILE

- *To promote launch of Automotive Oils, Industrial Oils, Metal Working Fluids, Greases, Speciality Oils and Waxes.*
- *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.*
- *Supervising & Leading Successful teams, including delegating & distributing workloads & monitoring Performance.*
- *Communicating confidently & articulately with individuals at all 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.*
- *Responsible for Sales Planning & Strategic Plans.*
- *Performing marketing analysis studies & organize data for formal 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.*
- *Responsible for sales planning.*
- *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 style="list-style-type: none"> ➤ <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>