

Research & Consultancy Division

Job Vacancy

Required Marketing Managers for Metal Industry

Position :	Dy.Manager / Manager / Sr. Manager in Marketing Division
Experience :	3 to 10 years marketing experience to Steel Plants, Aluminium Industries and Steel & Aluminium Foundries. Must have knowledge of Melt Treatment.
Qualification :	B.E (Metallurgical Engg) / Chemical Engg / Diploma holder with MBA preferable
Location :	Anywhere in India but mostly in Cities.
Remuneration :	Commensurate with Qualification & Experience
Purpose Of the position :	<i>Consolidation of business in existing markets , new business development with new customers, and market share expansion thereby create avenues for business growth</i>
Direct Sales & Marketing	Build and consolidate business relations with present customers to maintain / improve business with present customers.
	Initiate all efforts to generate new business with existing customer base thru implimentation of new products..
	Identify and seize opportunities for business growth with new customers .
	Customer potential mapping for present products and opportunities for new business.
	Map and evaluate customer potential for present products and opportunities for new business.Initiate and monitor information collectionfrom the market. Present your recommendations based on the available data.
	Keep track of coompetitor activities and keep top management updated about happenings in your region.
Quotations & Negotiations	Understand customer requirements and submit quotations with focus on customer requirements and competition
	Attend negotiations to meet business objectives without compromising the organisational growth objectives.
Invoicing & Collection	Monitor logistic activities to ensure timely delivery to customers as per their schedule.
	Ensure timely collection by regular followup with the customer.
	N.B : A Dynamic Manager Marketing urgently required for Kolkata office

Apply with detail resume and photograph to consultancy@steelscenario.com