



## **OFFICER – ELECTRICAL REPAIR (MARKETING) – One(1) Post**

### **JOB PROFILE**

The incumbent will be required to assist in execution of business strategies to achieve sales targets. He will participate in the estimation and tendering process for the business of Repair of Electrical Rotating Machines, Generators and Transformers. He will actively gather market intelligence and analyze the same for improved market share,

### **JOB DESCRIPTION**

- Achieving targets in accordance with the overall objectives of the annual Sales Plan
- Developing and improving market penetration, market share, monitoring competitors' activities and developing strategies to improve competitive performance
- Customer liaison and relationship management
- Generate orders
- Ensure proper debtor management
- Development and preparation of proper MIS
- Representing the Company at appropriate industry and trade functions and developing working relations with key individuals in the industry, including strategic customers / business partners
- Liaison and follow through with Shop Floor for time-bound deliveries / commitments, etc. for meeting customer schedules

### **QUALIFICATIONS**

BEE with 2-4 years experience in similar field

or

DEE with 5-7 years experience in similar field from a reputed Institute.

### **EXPERIENCE**

The candidate should have experience in the field Electrical Rotating Machines. Must be willing to travel extensively and thorough in electrical testing standards / procedures, providing supervision and guidance, etc.

### **AGE**

Preferably around 30 years. Age may be relaxed for experienced candidate.

### **General:**

- Preference will be given to SC/ST/OBC candidates. Relaxations will be as per Government directives.
- Remuneration will be commensurate with experience and qualifications and relaxation in qualifications, experience, etc., will be made only in the case of deserving candidates.
- Those working in Govt./ PSU should apply through proper channel or produce a No Objection Certificate from their present employer at the time of Interview, in case they are short-listed. Incomplete application forms shall be liable for rejection.

- Eligible candidates should forward their applications to GM(HR&ICT), Biecco Lawrie Limited, P-54 Hide Road Extension, Kolkata 700 088 within fifteen (15) days from the date of publication of the advertisement.