

The Andhra Petrochemicals Limited is a joint venture company promoted by M/s. The Andhra Sugars Limited & Andhra Pradesh Industrial Development Corporation. The Company has set up of 600 crores Oxo Alcohols Plant at Visakhapatnam, producing 80000 TPA Oxo Alcohols (2-Ethylhexanol, Butanols). The Company requires:

**MANAGER / SR.MANAGER (MARKETING)**

**Location : Visakhapatnam**

**A. Major Responsibilities and Accountabilities & Skills :**

1. Responsible for achieving volume/market share/contribution targets as per Business Plan/Budget.
2. Enhancing contribution through Business Development / Market Development.
3. Market Intelligence: Monitoring the sales of competition, tracking imports and devise strategies to counter competition strategies. Monitoring finished product requirements of end use industry, requirements from Government projects and apprise the relevant customers towards maximizing sales.
4. Providing benchmark customer service to maintain competitive advantage.
5. Monitoring Financial and Accounting discipline in all areas of Operations.
6. Guiding the team in planning their targets and review performance periodically.
7. Good communication and negotiation skill for effective customer relationship management.
8. He must have good commercial acumen, be a persuasive communicator, possess excellent analytical and problem-solving skills and be capable of thinking strategically.
9. The incumbent needs to be a strong leader with an ability to personally counsel employees at all levels below him in the organisation, in general and in Marketing function, in particular.

**B. Qualifications:** Bachelor's Degree in Chemical Engineering from an Institute of repute, preferably with Post Graduate Diploma / MBA in Marketing Management.

**C. Experience :** Around 12-15 years of post-qualification experience in Chemicals/Petrochemicals Marketing with 6-8 years experience in leadership position. Preference will be given to candidates having Global marketing experience.

Candidates having the above qualifications & experience may submit their Resume to the following address within 20 days:

**The Andhra Petrochemicals Limited**  
Opposite Naval Dockyard, Visakhapatnam-530014  
E-Mail : [info.vskp@theandhrapetrochemicals.com](mailto:info.vskp@theandhrapetrochemicals.com)