ANDREW YULE & COMPANY LIMITED
(A Government of India Enterprise)
"Yule House"
8, Dr. Rajendra Prasad Sarani, Kolkata-700 001

THE COMPANY :

The Company, in pursuit of its ambitious growth plan, is in the process of reinforcement of its capabilities and skills through recruitments. Towards this Company invites applications for the following position :

JOB TITLE :

MANAGER – MARKETING & BUSINESS DEVELOPMENT

(ENGINEERING DIVISION-AIR SEPARATION BUSINESS)

QUALIFICATIONS :

Graduate in Chemical Engineering from a recognised university with 07-10 years post qualification Sales and Marketing experience in Industrial Gases Business and Technical Sales. Familiarity with Industrial Gases applications in multiple process industries.

JOB PURPOSE :

To work closely with external customers, collaborators and senior management team members to develop and evaluate options for air separation plant supply opportunities.

PRINCIPAL RESPONSIBILITIES :

(a) To identify potential customers.

(b) To develop the information regarding the future air separation plant requirements and time frame by which the tender enquiries shall be floated.

(c) To interact with the collaborators and based on the inputs received such as split of responsibilities between collaborator and AYCL, estimate detailed project based on vendor and contractor inputs, construction industry data and published material indices.

(d) To arrive at prices to be quoted.

(e) Preparation of Technical and Commercial Offer for submission to the customers and follow up for the order.

LOCATION :

The selected candidates will be placed at the Company's Engineering Division.

COMPENSATION :

(i)	Pay Scale (Pre-revised)	: Rs. 14,500 – 350 – 18,700
(ii)	Allowances and Benefits will be as per Company's norms)	

Reservation for SC/ST/OBC/minority/differently abled persons apply as per Government Rules.

The candidates working with Public Sector Enterprises, Govt. Departments, statutory corporations should apply strictly through proper channel and must enclose a No Objection Certificate while sending the Application. The No Objection Certificate may also be produced during the Interview, if not enclosed with the Application.

Interested candidates may apply to Director (Personnel) at 8, Dr. Rajendra Prasad Sarani, Kolkata-700 001 within 15 (Fifteen) days from the date of publication of the advertisement. Canvassing in any form will be treated as a disqualification. The company reserves the right to reject all or any of the applications received without assigning any reason thereof.