

JOB DESCRIPTION

Position : Head – Marketing & Commercial

Location : Corporate Office, Hyderabad

Role:

To develop, lead and manage all marketing and commercial activities at corporate level for maximizing contribution from products and minimizing landed cost of strategic inputs.

Responsibilities:

- Studying market dynamics in steel production in domestic and international markets and deriving demand for ferro alloys therefrom.
- Studying market dynamics of ferro alloys and price trends in domestic and international markets.
- Developing marketing strategy for ferro alloys including identification of new customers and increasing market share.
- Booking profitable orders from buyers (end users and traders) of ferro alloys.
- Planning production of chromium and manganese alloys in the Ferro Alloy Plants of the company.
- Coordination with the company's Ferro Alloy Plants for production and deliveries to meet customer requirements.
- Timely realization of payments from customers of ferro alloys.
- Planning and procurement of basic, large-value raw materials like ores, coal, etc. required for production of ferro alloys and thermal power generation.
- Any other matters related to Marketing and Commercial Functions at Corporate Office.

Qualifications & Experience:

- Post graduate in Marketing or International Trade.
- Experience of 15+ years in marketing of ferro alloys /steel and procurement of basic raw materials. Candidates with understanding of ferro alloy market would have added advantage.

Skills Required:

- Good marketing domain knowledge
- Strong commercial acumen & negotiation skills.
- Strong planning & analytical skills
- Strong organizing, communication and interpersonal skills.
- Demonstrated leadership skills.
- Exposure to ERP systems, preferably SAP

APPLICATION PROCEDURE

Interested candidates with requisite qualification & experience can submit their CVs along with soft copy of their passport size photograph to hr@nbv.in. While submitting the CV, the candidates have to mention the subject line as "Recruitment of Head – Marketing & Commercial".

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