



## ONGC Petro additions Ltd

*Invites*

### Applications for the position of Head - Marketing

ONGC Petro additions Limited (OPaL), is a Joint Venture Company, promoted by Oil and Natural Gas Corporation (ONGC) and co-promoted by GAIL and GSPC.

OPaL aims to be a world-class petrochemical company, with a dominant Indian presence and a preferred choice of customers in terms of quality and value.

OPaL is equipped with world-class technology with annual capacity of ~2.0 million tonnes of wide portfolio of petrochemicals viz, HDPE, LLDPE, PP, Benzene, Butadiene, Pyrolysis Gasoline, CBFS etc. The mega petrochemical plant is located at PCPIR region in the port town of Dahej, Gujarat.

The Company is looking for suitable candidates for the following position on 5 years Fixed Term Employment basis :

**A: Head Marketing** (01 Nos.)

**Place of Posting:** OPaL Office, Vadodara

#### Terms & Conditions of Engagement:

S.No	Particular	Description
1.	<b>Tenure of Engagement</b>	Five Years or up to superannuation age i.e. 60 years, whichever is earlier.
2.	<b>Upper Age Limit</b>	54 Years
3.	<b>Educational Qualification</b>	Bachelor Engineering degree OR 2 Years Full Time MBA (/Or equivalent PG) with specialization in Marketing/SCM. Candidate with First class degree in the mentioned qualification will be given preference.
4.	<b>Post Qualification Experience</b>	Post Qualification minimum 24 years of experience in Polymer/ Chemical Marketing and presently working at Head/ Senior level in Marketing function of Petrochemical / Refinery / Chemical / Fertiliser or related Industries will be given preference.
5.	<b>Broad Job Profile</b>	The incumbent shall lead the Marketing, Sales, logistics &

S.No	Particular	Description
		<p>Product Applications &amp; Research Centre (PARC) functions and shall report to MD, OPaL.</p> <p>The incumbent shall be responsible for domestic and export marketing &amp; sales and planning &amp; implementing various strategies to achieve business goals aimed towards growth in business volumes as well as profitability. Take initiatives to increase share in polymer/ chemicals market, identifying customer segments for selling products, sales forecasts, conduct market, competitors and customer analysis, develop insights about new customer needs to help develop new and improved products based on market insights.</p> <p>The incumbent will coordinate internally to leverage the best advantage in terms of product-mix planning and logistics. The incumbent should co-ordinate with productions and quality control group, provide technical support to customer through PARC.</p> <p>The incumbent must have sound knowledge of Marketing &amp; sales network, distribution channels and its management; pricing strategy and its implementation to derive best product value; measure and manage customer satisfaction; exposure to SEZ rules and regulations. The incumbent must be adept at leading various supply-chain initiatives for Logistics solutions related to solid, liquid and gaseous products: road, multi-modal and sea shipment, storage facilities, etc.,.</p>
6.	Remuneration	<p>Maximum Monthly Remuneration to be Offered: Rs.4.00 Lacs</p> <p>PF/Ptax related statutory deductions will be made from the offered remuneration, PF Contribution for Employer for maximum wage ceiling decided by EPFO (From time to time) to be borne by OPaL.</p> <p><i>9.375 % of Remuneration to be kept withheld and will be paid at completion of every year based on performance evaluation.</i></p>
7.	Annual Increment	<p>Eligible for increment upon every completed year of the term.</p> <p>Basic to remain as per maximum wage ceiling decided by EPFO from time to time.</p>
8.	Termination of Engagement	Upon serving Three Months' Notice from either of the Parties.
9.	Leave Entitlements	<p>Casual Leave: 12 (Per Year)  Half Pay Leave: 20 (Per Year)  Paid Leave: 30 (Per Year)  Restricted Holidays: 2 (Per Year)</p> <p><i>Leave(s) to be reckoned from every calendar year, in case of mid-year engagement the leaves to be granted on pro-rata basis. Paid Leave to be credited on monthly basis.</i></p>

S.No	Particular	Description												
10.	Gratuity	On successful completion of the term or upon its earlier termination, after engagement for more than 1 (one) year, entitled to receive gratuity @ 15 days Basic pay (Basic Pay as defined at S.No.5) for each completed year of engagement period or part thereof in excess of 6 (six) months.												
11.	Medical Coverages	GMP: Rs.12.00 Lakhs OPD: Rs.1.20 Lakhs												
12.	Term Coverage	36 Times of Last Monthly Remuneration.												
13.	Group Accident Coverage	60 Times of Last Monthly Remuneration												
14.	Relocation/Hardship Allowance(s)	<div>- Relocation Leave: 4 Days.</div> <div>- Reimbursement of transportation charges for household goods including vehicle at actuals limited to INR one lakh.</div> <div>- Travel Reimbursement for employee and immediate family members.</div> <div>- Dislocation &amp; Displacement Allowance: Rs.30000/- (One Time)</div> <div>Relocation/Hardship Allowance benefits <b>Once</b> Per Tenure.</div>												
15.	Travel Entitlements	<table><tr><th>Particular</th><th>Entitlement</th></tr><tr><td>Travel Mode Entitlement</td><td>Air Economy Class/1<sup>st</sup> AC Rail/Executive Chair Rail</td></tr><tr><td>Lodging Entitlement</td><td>5 Star Hotel-Superior Deluxe Room  Reimbursement in case of non-empanelled hotels- On Actuals</td></tr><tr><td>DA Entitlements</td><td>Rs.2000 (Metro) Rs.1800 (Non-Metro)</td></tr><tr><td>Own Arrangement</td><td>Rs.3200 (Metro) Rs.2800 (Non-Metro)</td></tr><tr><td>Local Conveyance</td><td>Hired AC Cab (Prime Sedan)</td></tr></table>	Particular	Entitlement	Travel Mode Entitlement	Air Economy Class/1 <sup>st</sup> AC Rail/Executive Chair Rail	Lodging Entitlement	5 Star Hotel-Superior Deluxe Room  Reimbursement in case of non-empanelled hotels- On Actuals	DA Entitlements	Rs.2000 (Metro) Rs.1800 (Non-Metro)	Own Arrangement	Rs.3200 (Metro) Rs.2800 (Non-Metro)	Local Conveyance	Hired AC Cab (Prime Sedan)
Particular	Entitlement													
Travel Mode Entitlement	Air Economy Class/1 <sup>st</sup> AC Rail/Executive Chair Rail													
Lodging Entitlement	5 Star Hotel-Superior Deluxe Room  Reimbursement in case of non-empanelled hotels- On Actuals													
DA Entitlements	Rs.2000 (Metro) Rs.1800 (Non-Metro)													
Own Arrangement	Rs.3200 (Metro) Rs.2800 (Non-Metro)													
Local Conveyance	Hired AC Cab (Prime Sedan)													
16.	Promotion	No promotion avenue during the term												
17.	Performance Evaluation	Annual (As per annual appraisal exercise of OPaL) through same process/format as applicable for on roll employees of OPaL												

### **Notes (Applicable to advertised posts) :**

- Based on qualification, relevant experience, and potential, the selected candidates will be offered monthly remuneration (\*Within Maximum Ceiling). In addition to offered annual remuneration, company offers attractive Mediclaim coverage, group insurance, etc.
- Mentioned Age Limit/Minimum years of Experience Criteria shall be reckoned with/as on the closing date of the application.
- Company reserves the right to change the place of posting across India.
- The appointment is initially for a period of Five (5) years or up to superannuation age i.e. 60 years, whichever is earlier.



**How to Apply:**

Aspirants may send the detailed resume (along with present position in the organization hierarchy, current and expected CTC) by email at [careerconnect@opalindia.in](mailto:careerconnect@opalindia.in), mentioning the **role/position on the subject line of the mail** latest by 14<sup>th</sup> February, 2024. Applications by any other mode shall not be accepted.

*\*OPaL, reserves the right to conclude/terminate the process of appointment of published posts without any intimation to applicants.*

