



## ONGC Petro additions Limited

### Invites Application for the position of Director (Marketing & Corporate Strategy)

ONGC Petro additions Limited (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 candidate for the position of **Director (Marketing & Corporate Strategy)** on 2 years Fixed Term tenure basis:

Terms and conditions of engagement:

SI No	Particulars	Description
1	Tenure of Engagement	2 years on fixed term basis extendable only once for a further period of one year.
2	Place of posting	OPaL Office Vadodara
3	Qualification	The applicant should be an Engineering Graduate from a college or University of National Repute and Post Graduate qualification in MBA from a reputed Management Institute or college
4	Age	Minimum 55 years and maximum 62 years on the date of this notification.
5	Experience	The applicant should have at least five years of cumulative experience at a senior level during the last ten years in the areas of Corporate Strategy/Marketing in an organisation of repute in petrochemical sector with minimum average annual turnover of Rs.500 crore in last 3 financial years.
6	Broad Job profile	Director (Marketing & Corporate Strategy) shall be a member of the Board of Directors of the Company and will report to the Managing Director. The position demands a strategic mind-set with rich marketing experience in the petrochemical sector.  The key job responsibilities include : <ul style="list-style-type: none"><li>• articulation of marketing strategy objectively with clear deliverables and contribution to the</li></ul>

		<p>bottom line.</p> <ul style="list-style-type: none"> <li>• firming up and implementation of best practices in branding, pricing, channel management, customer relation management, warehousing, SIOP etc.</li> <li>• devising management of risk processes &amp; implementation thereof to ensure alignment of Sales and Marketing to meet short-term and long-term objectives</li> <li>• formulation and implementation of long term strategic and business plans for the Company in tandem with dynamic and growing petrochemical market</li> <li>• developing marketing strategy and plans for company's products to support business growth ambitions</li> <li>• Analyzing key marketing performance metrics and providing market research, forecasts, competitor analyses, campaign results and consumer trends</li> <li>• Identifying new business opportunities and providing actionable plans to the marketing department and sales teams, ensuring the continuous improvement of the company's marketing efforts</li> <li>• Planning and developing road map to maximize margins by optimizing product mix and effective placement of the products in domestic/export market</li> <li>• ensuring required feed for sustainable running of the plant</li> <li>• build and maintain profitable partnerships with key stakeholders</li> </ul>
7	Remuneration/Benefits/working Facilities	<p><b>Fixed Monthly Remuneration:</b> Last drawn CTC plus maximum 30% markup subject to a ceiling of Rs.1 Cr (Negotiable). However, it shall not apply for superannuated candidates.</p> <p>Any other payments of Statutory nature to be made over and above.</p> <p><b>Working Facilities &amp; Benefits:</b> At Par with MD, OPaL</p>
8	Termination	<p>The termination of Director shall be governed in line with guidelines prescribed as per Sec 169 of the Companies Act, 2013</p>

**How to apply:**

Applicants may send their detailed resume (along with present/last held position in the organization hierarchy, current/last drawn CTC and expected CTC) by email at [recruitment@opalindia.in](mailto:recruitment@opalindia.in), mentioning the role/position applied on the subject line of the mail latest by 1700 hrs on 24th April, 2024. Applications by any other mode shall not be accepted.

Based on qualification and relevant experience, the shortlisted candidate will be called for personal interaction/interview by a Screening Committee.

***OPaL reserves the right to conclude/terminate the process of appointment of published post(s) without any intimation to applicants.***

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