



WELCOME TO THE WORLD OF OPPORTUNITIES



Jindal Steel & Power Limited (JSPL), part of US \$ 12 billion O P Jindal group is operating a 3 MTPA integrated steel plant and 340 MW captive power plant at Raigarh, Chhattisgarh. The company is running a fully operational 1000 MW Thermal Power Plant through its subsidiary, Jindal Power Limited. JSPL has captive iron ore mines at Tensa (Orissa) and coal mines at Raigarh. The company has embarked upon a massive expansion plan of the existing plants and undertaken new projects in power, steel, mining, oil & gas and infrastructure sectors including 2 large green fields integrated steel projects at Angul in Orissa and Patratu in Jharkhand. In Bolivia (South America), JSPL is investing US \$ 2.1 billion in development of iron ore mines and setting up an integrated steel plant. The company also has business interests in Africa, Asia, Australia and South America.

JSPL invites application from dynamic, talented & enthusiastic professionals for
Sales & Marketing positions based at Delhi/NCR:

1. Position: Head Sales

(Job Code: HS)

Desired Profile: The incumbent should be a B.E./B.Tech + MBA in Marketing from a recognized institute with experience of 20 to 25 years in driving sales and managing sales mix across products. The role entails defining sales strategy across geographies for all products; setting & achieving sales volume and profitability targets and Coordination with Plants.

2. Position: Head Marketing

(Job Code: HM)

Desired Profile: The incumbent should be a B.E./B.Tech + MBA in Marketing from a recognized institute with experience of 20 to 25 years in marketing of steel products. The role entails developing brand and marketing strategy for all product category, Customer research; Product Development & Pricing.

3. Position: Product Manager(Flat/Structural/Wire Rod/Pre-Fabrication)

(Job Code: PM)

Desired Profile: The incumbent should be a B.E./B.Tech + MBA in Marketing from a recognized institute with experience of 15 to 20 years in defining marketing strategy for product across geographies and developing value proposition for different customer segments. The role entails generating volumes from customers and providing inputs for order prioritization to production planning, interfacing with Market Intelligence team and evaluating competitive pricing.

4. Position: National Key Account Managers

(Job Code: KAM)

Desired Profile: The incumbent should be a B.E./B.Tech + MBA in Marketing from a recognized institute with experience of 15 to 20 years in managing national accounts, account planning and account servicing in steel industry. The role entails developing account-specific targets for sales & realization, finalizing base value propositions for different customer categories, approving account-specific strategy including unique propositions to comply with, interfacing with key national customers to understand needs, booking orders for select nationally important customers, managing account receivables and facilitating collections and reconciliation of accounts.

5. Position: Channel Head

(Job Code: CH)

Desired Profile: The incumbent should be a B.E./B.Tech + MBA in Marketing from a recognized institute with experience of 15 to 20 years in channel development, channel monitoring and sales management. The role entails identifying key channel partners, leading negotiation and enlisting channel partners based on defined criteria, understanding customer & market intelligence, providing inputs to refine offer across regions/products/segments, optimizing inventory for channel partners and ensuring availability, supporting channel partners through product knowledge and promotional material and monitoring sales through different channels; ensure achievement of targets and adherence to budgets.

6. Position: Head Customer Services & Operations

(Job Code: CSO)

Desired Profile: The incumbent should be a B.E./B.Tech + MBA in Marketing from a recognized institute with experience of 20 to 25 years in formulating supply chain network strategy. The role entails formulating developing supply chain processes in alignment with Sales & Marketing strategy, focusing on operational excellence, ensuring availability, on-time delivery and overall brand assurance, complete Yard Management developing norms around deliveries to channel-partners (distributors) in terms of lead-times and optimized transport options, supporting material movement and related optimization from distributors to retailers.

JSPL offer a caring work environment and are proud of an excellent track record in terms of employee satisfaction and retention. Compensation will be best in the industry. Candidates with relevant qualification and experience are encouraged to apply with a copy of detail resume & scanned photograph with Current & Expected Salary within 07 days to: HR Department, Jindal Steel & Power Limited, 1st Floor, DCM Building, Plot No. - 94, Sector - 32, Gurgaon - 122 001, Haryana Or e-mail to jobsjsp@jindalsteel.com indicating the Job Code and the post applied for in the subject line of the e-mail. website: www.jindalsteelpower.com

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**You have a dream of building a new India.
We together, can turn it into a reality.**