

CAREER OPPORTUNITIES IN MNGL AT MARKETING / STRATEGY DEPARTMENT

1. MNGL, invites applications from Indian nationals fulfilling the eligibility criteria for filling up following posts as below (Table-1):

Table-1:

1	<p>DGM (MARKETING / STRATEGY) Grade: M7</p> <p>CTC (in lacs): Rs. 24.90 to Rs. 30.00 p.a. (including incentive)</p> <p>Location: Pune/Nashik/ Sindhudurg/ Ramanagara (Karnataka)</p>	<p>Minimum Qualification: BE/ B Tech (full time) with MBA- Marketing (full time/ Part time)</p> <p>Minimum Desired Experience: 20 yrs.</p> <p>(Oil & Gas / CGD/ Petrochemical industry preferred)</p>	<p>JOB DESCRIPTION:</p> <ul style="list-style-type: none"> • To prepare Annual Business Plan • To prepare the roadmap and implementation strategy for sales • To drive sales for PNG and CNG in the existing segment and identify new segments which MNGL could venture into. • To ensure awareness in customers and visibility for MNGL through marketing activities. • To meet the revenue target set for the CNG and the PNG business across all business segments. • Preparation & tracking the budget. • Identifying prospective land for CNG Gas stations at customer premises & negotiate for development of CNG stations. To prepare & rollout various business models for CNG station development in authorized GA. • Customer Relationship management activities • To identify potential geographies and strategic areas of investments, new product segments for expansion, M&A activities, funding opportunities etc. • To prepare demand estimation reports and develop the competitive landscape of MNGL. • To develop high level network layout proposals and present to the Board for approval. • To negotiate agreements with dealers and oil companies for CNG Stations. • Activities related to Sourcing of Natural Gas and to co-ordinate with supplier companies on contracts, commissions and agreements ensuring uninterrupted sourcing of gas on fortnightly basis • Liasing with Local Authorities • Coordination with cross-functional teams • To identify process improvement areas to enhance efficiency & effectiveness of sales
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2	<p>SR. MANAGER (MARKETING / STRATEGY) Grade: M5</p> <p>CTC (in lacs): Rs.17.60 to Rs.21.30 p.a. (including incentive)</p>	<p>Minimum Qualification: BE/ B Tech (full time) with MBA-Marketing (full time/ Part time)</p> <p>Minimum Desired Experience: 15</p>	<p>JOB DESCRIPTION:</p> <ul style="list-style-type: none"> • To prepare Annual Business Plan • To prepare the roadmap & implementation strategy for sales in the domestic, commercial and industrial markets to achieve the overall business targets • To drive sales for PNG and CNG in the existing segment and identify new segments which MNGL could venture into • To ensure awareness in customers and visibility for MNGL through marketing activities • Preparation & tracking the budget • To meet the revenue target set for the CNG and the PNG business across all business segments • To attract the customer from available basket of hydrocarbon to PNG & CNG. To enhance the level of customer satisfaction through various innovative actions &

	<p>Location: Pune/Nashik/ Sindhudurg/ Ramanagara (Karnataka)</p>	<p>yrs. (Oil & Gas / CGD/ Petrochemical industry preferred)</p>	<p>initiatives. Land acquisition & agreements-. To prepare & rollout various business models for CNG station development in authorized GA.</p> <ul style="list-style-type: none"> • To negotiate land agreements with the existing customers for MNGL. • To co-ordinate with relevant MNGL departments to timely resolve customer complaints. • To identify potential areas and new product segments for expansion. To prepare demand estimation reports and develop the competitive landscape of MNGL. To develop high level network layout proposals and present to the board for approval. • To negotiate agreements with dealers and oil companies for CNG Stations. • To assign targets and monitor the performance of the sales staff in meeting the targets and provide leadership and direction. • To monitor the implementation of marketing and sales plans and ensure the initiatives are aligned to the marketing strategy and overall business objectives. • To identify process improvement areas to enhance efficiency of sales efforts particularly introduction of IT systems. To define processes for tracking MIS and sales performance data to enhance effectiveness with effective controls. <p>DESIRED PROFILE, SKILLS & COMPETENCIES:</p> <ul style="list-style-type: none"> • Expected to have a thorough understanding of sales and marketing dynamics of oil & gas industry and consumer sentiments. • Self-starter, should be able to work with multiple stakeholders (HODs). • Strategically inclined, able to conceptualize and implement key Marketing initiatives • Strong analytical and decision-making skills; combined with the ability to think innovatively • Communication, Negotiation, Leadership qualities, Conflict Management etc. <p>Note: No. of years of minimum desired experience may be relaxed for the deserving candidate(s)</p>
3	<p>MANAGER (MARKETING / STRATEGY)</p>	<p>Minimum Qualification: BE/ B Tech (full time) with</p>	<p>JOB DESCRIPTION:</p> <ul style="list-style-type: none"> • To prepare Annual Business Plan • To implement the roadmap as per strategy for sales in the domestic, commercial and industrial markets to achieve the overall business targets

	<p>Grade: M4</p> <p>CTC (in lacs): Rs. 14.60 to Rs. 17.70 p.a. (including incentive)</p> <p>Location: Pune/Nashik/ Sindhudurg/ Ramanagara (Karnataka)</p>	<p>MBA- Marketing (full time/ Part time)</p> <p>Minimum Desired Experience: 12 yrs.</p> <p>(Oil & Gas / CGD/ Petrochemical industry preferred)</p>	<ul style="list-style-type: none"> • To drive sales for PNG and CNG in the existing segment and identify new segments which MNGL could venture into. • To ensure awareness in customers and visibility for MNGL through marketing activities. To meet the revenue target set for the CNG and the PNG business across all business segments. • Preparation & tracking the budget • To attract the customer from available basket of hydrocarbon to PNG & CNG. To enhance the level of customer satisfaction through various innovative actions & initiatives. • To identify potential areas and new product segments for expansion. To prepare demand estimation reports and develop the competitive landscape of MNGL. To negotiate agreements with dealers and oil companies for CNG Stations. • To assign targets and monitor the performance of the sales staff in meeting the targets and provide leadership and direction. • To monitor the implementation of marketing and sales plans and ensure the initiatives are aligned to the marketing strategy and overall business objectives. To identify process improvement areas to enhance efficiency of sales efforts particularly introduction of IT systems. To define processes for tracking MIS and sales performance data to enhance effectiveness with effective controls. <p>DESIRED PROFILE, SKILLS & COMPETENCIES:</p> <ul style="list-style-type: none"> • Thorough understanding of sales and marketing dynamics of oil & gas industry and consumer sentiments. • Self-starter, should be able to work with multiple stakeholders. • Strategically inclined, able to conceptualize and implement key Marketing initiatives • Strong analytical and decision-making skills; combined with the ability to think innovatively • Communication, Negotiation, Leadership qualities, Conflict Management etc. <p>Note: No. of years of minimum desired experience may be relaxed for the deserving candidate(s)</p>
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4	<p>DY. MANAGER (MARKETING / STRATEGY) Grade: M3</p> <p>CTC (in lacs): Rs. 11.50 to Rs. 13.30 p.a. (including incentive)</p> <p>Location: Pune/Nashik/ Sindhudurg/ Ramanagara (Karnataka)</p>	<p>Minimum Qualification: BE/ B Tech (full time)</p> <p>Minimum Desired Experience: 9 yrs.</p> <p>(Oil & Gas / CGD/ Petrochemical industry preferred)</p>	<p>JOB DESCRIPTION:</p> <ul style="list-style-type: none"> • Monitoring of PNG Domestic, Commercial and Industrial activities on daily basis, overall supervising the PNG marketing operations to achieve targets. • Coordination in marketing campaigns, society meetings, builder meetings for bulk registrations/ boost the registrations in order to achieve the targets assigned • To increase the Industrial & commercial connections in order to increase sales. • Meeting builders with PNG supply proposition for under construction/completion stage projects, coordination for builder agreement signing for supply of PNG • Coordination with other departments for commissioning of gas supply in domestic, commercial and industrial as per the schedule and priority • Coordination and monitoring the Domestic, Commercial and Industrial potential survey in existing and new areas • Processes for marketing activities such as customer enrolment, agreements & product marketing of PNG customer, customer focus, feedback, monitoring of customer perception & satisfaction • Liaise with RTO and Retrofitters for increasing number of quality retrofitters – primarily for buses and four-wheelers • Ensure statutory norms are met for conversion of vehicles (for MNGL), minimizing procedural delays • Assistance in creating/increasing presence of retrofitters in areas where new CNG stations are being developed • Close co-ordination with OEMs for promotion of CNG vehicles • Training of OEM sales people for ensuring that customer apprehensions regarding CNG vehicles are addressed • Attending to complaints at OEM dealer level for providing good customer experience at point of sale <p>DESIRED PROFILE, SKILLS & COMPETENCIES:</p> <ul style="list-style-type: none"> • Thorough understanding of sales and marketing dynamics of oil & gas industry and consumer sentiments. • Self-starter, should be able to work with multiple stakeholders (HODs). • Strategically inclined, able to conceptualize and implement key Marketing initiatives • Leadership abilities, Good Interpersonal skills, Patient, Strong Communication skills,
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5	<p>ASSTT. MANAGER (MARKETING / STRATEGY) Grade: M2</p> <p>CTC (in lacs): Rs. 9.10 to Rs. 10.50 p.a. (including incentive)</p> <p>Location: Pune/Nashik/Sindhudurg/Ramanagara (Karnataka)</p>	<p>Minimum Qualification: BE/ B Tech (full time) or MBA (Marketing) (full time)</p> <p>Minimum Desired Experience: 5 yrs. (Oil & Gas / CGD/ Petrochemical industry preferred)</p>	<p>JOB DESCRIPTION:</p> <ul style="list-style-type: none"> • Monitoring of PNG/CNG activities on daily basis to achieve the targets, • Coordination in marketing campaigns, society meetings, builder meetings for bulk registrations/ boost the registrations • To increase the Industrial & commercial connections in order to increase sales. • Meeting builders with PNG supply proposition for under construction/completion stage projects, coordination for builder agreement signing for supply of PNG • Coordination with other departments for commissioning of gas supply in domestic, commercial and industrial as per the schedule and priority • Coordination and monitoring the Domestic, Commercial and Industrial potential survey in existing and new areas • Processes for marketing activities such as customer enrolment, agreements & product marketing of PNG customer, customer focus, feedback, monitoring of customer perception & satisfaction • Liaise with RTO and Retrofitters for increasing number of quality retrofitters – primarily for buses and four-wheelers • Ensure statutory norms are met for conversion of vehicles (for MNGL), minimizing procedural delays • Assistance in creating/increasing presence of retrofitters in areas where new CNG stations are being developed <p>DESIRED PROFILE, SKILLS & COMPETENCIES:</p> <ul style="list-style-type: none"> • Expected to have a thorough understanding of sales and marketing dynamics of oil & gas industry and consumer sentiments. • Self-starter, should be able to work with multiple stakeholders (HODs). • Strategically inclined, able to conceptualize and implement key Marketing initiatives • Leadership abilities, Good Interpersonal skills, Patient, Strong Communication skills, Good analytical skills

	<p>OFFICER (MARKETING / STRATEGY) Grade: M1</p> <p>CTC (in lacs): Rs. 6.10 to Rs. 8.00 p.a. (including incentive)</p> <p>Location: Pune/Nashik/ Sindhudurg/ Ramanagara (Karnataka)</p>	<p>Minimum Qualification: BE/ B Tech (full time) or MBA (Marketing) (full time)</p> <p>Minimum Desired Experience: 1 yr.</p> <p>(Oil & Gas / CGD/ Petrochemical industry preferred)</p>	<p>JOB DESCRIPTION:</p> <ul style="list-style-type: none"> • Monitoring of PNG/CNG activities on daily basis to achieve the targets, • Coordination in marketing campaigns, society meetings, builder meetings for bulk registrations/ boost the registrations • To increase the Industrial & commercial connections in order to increase sales. • Meeting builders with PNG supply proposition for under construction/completion stage projects, coordination for builder agreement signing for supply of PNG • Coordination with other departments for commissioning of gas supply in domestic, commercial and industrial as per the schedule and priority • Coordination and monitoring the Domestic, Commercial and Industrial potential survey in existing and new areas • Processes for marketing activities such as customer enrolment, agreements & product marketing of PNG customer, customer focus, feedback, monitoring of customer perception & satisfaction • Liaise with RTO and Retrofitters for increasing number of quality retrofitters – primarily for buses and four-wheelers • Ensure statutory norms are met for conversion of vehicles (for MNGL), minimizing procedural delays • Assistance in creating/increasing presence of retrofitters in areas where new CNG stations are being developed <p>DESIRED PROFILE, SKILLS & COMPETENCIES:</p> <ul style="list-style-type: none"> • Expected to have a thorough understanding of sales and marketing dynamics of oil & gas industry and consumer sentiments. • Self-starter, should be able to work with multiple stakeholders (HODs). • Strategically inclined, able to conceptualize and implement key Marketing initiatives • Leadership abilities, Good Interpersonal skills, Patient, Strong Communication skills, Good analytical skills
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2. TERMS AND CONDITIONS IN RESPECT OF ESSENTIAL QUALIFICATION(S) AND ESSENTIAL EXPERIENCE (As mentioned under relevant column in Table-1):

- 2.1 Minimum essential educational qualification(s) required shall be as indicated in Table-1 against the post. Only full time Regular courses will be considered.
- 2.2 All minimum essential qualification(s) must be from UGC recognized Indian University/ UGC recognized Indian Deemed University or AICTE approved courses from Autonomous Indian Institutions/ concerned statutory council (wherever applicable).
- 2.3 Minimum 50 % percentage of marks in the essential qualification(s), as specified shall be considered as per Institute/ University rules/ norms.
- 2.4 Wherever MBA has been mentioned as requirement, apart from MBA, two years Post Graduate Diploma in Management with specialization in relevant field or MMS on full time / part time basis shall also be considered.
- 2.5 Minimum Essential Post Qualification Experience in line in State/ Central Government Department(s)/ Institution(s)/ Undertaking(s) and/or Large Private Sector Organization(s)/ Institution(s)/ Company(ies) of repute should be as on 31/10/2020. However, Industrial/ Vocational Training will not be considered as experience.

3. PLACEMENT & ASSIGNMENTS:

The selected candidates may be posted at any of the installations/ projects/ offices etc. of MNGL. The selected candidates may be assigned jobs/ functions/ assignments as per the business requirements of the Company.

4. HOW TO APPLY:

- 4.1 Candidates will be required to apply through registered post/speed post/ Courier to reach Chief Manager (HR), Maharashtra Natural Gas Limited., A – Block, Plot No. 27, Narveer Tanajiwadi, PMPML Bus Depot. Commercial Building, 1st Floor, Shivajinagar, Pune – 411005 till 31/10/2020. No other means / mode of application shall be accepted.
- 4.2 Candidates called for further selection process are required to bring application form with all ORIGINAL DOCUMENTS (in the order as mentioned below) together with ONE SEPARATE SET OF SELF ATTESTED COPY of all documents (in the same order) failing which candidate may not be allowed to appear in the further Selection Process:
 - i) Print out of the Application Form with 02 recent passport size photograph & updated resume along with signature on the Application Form & Resume/CV.

- ii) Document in support of Date of Birth proof – Matriculation/ Class-X Certificate/ Mark Sheet/ Admit Card issued by the Board.
- iii) All Certificates/Testimonials in respect of qualifications (all semester/year wise Mark Sheet, Degree & Diploma certificate starting from matriculation onwards).
- iv) Complete and Proper Experience certificates/ Documents issued by the Employer in support of experience details mentioned by the candidate in the Application Form/ Resume.
- v) Valid ID Proof: PAN Card/ Voter ID/ Aadhar Card/ Driving License/ Passport etc.
- vi) Valid Address Proof: Aadhar Card/ Voter ID/ Passport etc.
- vii) Payslip of last 3 months & CTC break up of current employment.

5. HEALTH / MEDICAL FITNESS:

Appointment to the above posts will be subject to the candidate being medically fit. Every candidate appointed to a post in the Company shall be required to get their Pre-Employment in MNGL nominated empaneled hospitals.

6. OTHER TERMS & CONDITIONS AND GENERAL INSTRUCTIONS:

- 6.1 Only Indian Nationals are eligible to apply.
- 6.2 The candidates should ensure that they fulfill all eligibility criteria and other conditions of this advertisement and that the particulars furnished by them in the application and the documents submitted by them later on are correct in all respects.
- 6.3 Candidates should possess a valid email ID. All correspondence with candidates shall be done through email only.
- 6.4 Only short listed candidates who are found apparently eligible based on the application data and documents submitted will be called for participating in the Selection Process.
- 6.5 Candidature of the registered candidate(s) is liable to be rejected at any stage of the recruitment process or after recruitment or joining, if any information provided by the candidate is found to be false or is not found in conformity with eligibility criteria mentioned in the advertisement.
- 6.6 MNGL reserves the right to raise the minimum eligibility standards. MNGL also reserves the right to fill or not to fill any or all of the above positions and cancel/ restrict/ enlarge/ modify/ alter the recruitment/ selection process without any further notice or assigning any reason(s) whatsoever.
- 6.7 The prescribed qualification/ experience is the minimum and mere possession of the same does not entitle a candidate for participating in the Selection Process. MNGL's decision shall be final in this regard.