



TIDE WATER OIL CO. (INDIA) LTD.

Registered Office: Yule House | 8, Dr. Rajendra Prasad Sarani | Kolkata 700 001
Website : www.veedolindia.com

Tide Water Oil Co. (India) Ltd., an established name in the lubricants industry with a turnover of more than Rs 1,100/- crore and a strong market presence through its Veedol brand, invites applications for the following position:

Territory Sales Incharge - Automotive Aftermarket, Sambalpur

The position would be based at Sambalpur.

Job description

Roles and Responsibilities

- To look after the Automotive sales in Sambalpur Area
- Handle area sales & organize sales promotional activities
- Promote full range of products for all Channel Partners and ensure achieving budgeted volumes in the above areas
- Increase dealer/retailer network, achieve sales targets and develop business prospects in the retail segment
- Prospecting for, identifying, and appointing Channel Partners
- Planning, initiation, and monitoring of market activities and sales promotion, and competitor information
- Keep track of market situation by interacting with CPs, Retailers, Mechanics, OEMs, Dealers, and Customers
- Manage relationships with OEM dealers, service teams, and participate in OEM Service camps

Required Candidate profile

- Degree/Diploma in Mechanical / Automobile Engineering / Science Graduate or MBA in Selling & Marketing with minimum 2-5 years of relevant experience in selling and marketing of any automobile spares/ lubes/tyres/battery
- Fluency in English / Regional language with good communication skills is preferred

Perks and Benefits

Salary shall not be a constraint for the right candidate.

Only candidates fulfilling the above criteria should apply.

Interested candidates may send a detailed CV to careers@veedol.com within fifteen days.