

Notice for Placement

Company Name: SHROFF TEXTILES LIMITED.

Position: **PRODUCT DEVELOPMENT.**

Work Location: H.O.: ANDHERI (WEST), Mumbai and/or Factory.

Company Background / About Company:

Shroff Textiles Limited, a Polyolefin division of the Company engages in the manufacture of LDPE Foam, HDPE Containers, manufactures various Automobile products, including Converted Assy Floor Mat and Insulation, Moulded Carpets and Insulation etc. in India. The Company founded in 1966 and commenced its commercial production in 1980. The Company is having Plant at Boisar, Distt: Palghar, and its head office at Andheri (West), Mumbai and branches at Pune, Lucknow & Jamshedpur.

Job Profile / Responsibilities:

- Develops products by identifying potential products;
- Conducting market research;
- Generating product requirements;
- Determining specifications, production timetables,
- Pricing, and time-integrated plans for product introduction; developing marketing strategies.
- Grow company revenues by developing new products by identifying potential products.
- Manage product certification process
- Work with vendors to identify issues with incoming products.
- Participate in quality assurance process.
- Manage future and existing assigned products, set objectives and report on performance.
- Generate products and services from inception to commercialization for customers.
- Work with product management team to ensure process is efficient.
- Work with factory and regional marketing teams to deliver quality products.
- Conduct periodic product analysis and optimize as needed.

Key Skills:

- Product Development Executive should have imaginative / creative / design skills so that they can develop effective technical images related to the products they're creating.
- Investigative abilities are required in order to conduct thorough and accurate market research when evaluating product ideas.
- Analytical strengths are important to assess market data and evaluate the production strategy.
- Marketing abilities are essential for this position, as these Executives are involved in developing sales and promotional strategies for their products and should strive to ensure that their products conform to their company's brand strategy.
- These Executives must also display teamwork and regularly collaborate with marketing staff and others during the product's development.

Required Qualification:

Although this area of work is open to all graduates, the following degree/diploma subjects may improve their chances:

- Business studies.
- Product Development.
- Management.
- Marketing.

Experience:

Fresher can also attend the walk-in-interview. However, experience shall be given due weighted.

Other / Special Requirements: Candidate up to the age of 35 years only to attend Walk-in-Interview.

Remuneration: Rs. 12,000/- to 35,000/- p.m. depending upon the calibre and suitability.

Interested candidates can attend walk-in-interview on Saturday, 12th January, 2019 between 3.00 p.m. to 5.00 p.m. at below mentioned address:

Head Office: 303, "B" WING, KOTIA NIRMAN, NEAR FUN REPUBLIC CINEMA, NEW LINK ROAD, ANDHERI (WEST), MUMBAI – 400053.

Contact No: 9619850455 / 9152004955.

Notice for Placement

Company Name: SHROFF TEXTILES LIMITED.

Position: **SALES & MARKETING.**

Work Location: H.O.: ANDHERI (WEST), Mumbai and/or Factory.

Company Background / About Company:

Shroff Textiles Limited, a Polyolefin division of the Company engages in the manufacture of LDPE Foam, HDPE Containers, manufactures various Automobile products, including Converted Assy Floor Mat and Insulation, Moulded Carpets and Insulation etc. in India. The Company founded in 1966 and commenced its commercial production in 1980. The Company is having Plant at Boisar, Distt: Palghar, and its head office at Andheri (West), Mumbai and branches at Pune, Lucknow & Jamshedpur.

Job Profile / Responsibilities:

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential customers to prospect for new business;
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
- Prepare and deliver appropriate presentations on products/ services
- Responding to incoming email and phone enquiries;
- Create frequent reviews and reports with sales and financial data
- Handle complaints or objections Collaborate with team to achieve better results
- Identify target markets and analyze current market trends
- Research customers' needs and wants as well as competition information
- Devise and implement strategic plans to meet customers' demands
- Develop effective marketing communication programs
- Monitor marketing campaigns to ensure appropriate execution
- Network with individuals and businesses to generate and identify business opportunities

- Manage periodic analysis of marketing efforts.
- Researching the market and related products;
- Presenting the product or service favourably and in a structured professional way face-to-face.
- Listening to customer requirements and presenting appropriately to make a sale;
- Reviewing your own sales performance, aiming to meet or exceed targets;
- Gaining a clear understanding of customers' businesses and requirements;
- Challenging any objections with a view to getting the customer to buy;
- Advising on forthcoming product developments and discussing special promotions;

Key Skills:

- Excellent written and verbal communication skills
- Formal presentation skills
- Organization and planning
- Strategic thinking
- Problem analysis and problem-solving
- Persuasiveness
- Adaptability
- Creativity
- Judgment
- Decision-making
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations

Required Qualification:

Although this area of work is open to all graduates, the following degree/diploma subjects may improve their chances:

- Business Studies;
- Engineering;
- Management;
- Marketing;
- Operations Management;

Experience:

Fresher can also attend the walk-in-interview. However, experience shall be given due weighted.

Other / Special Requirements: Candidate up to the age of 35 years only to attend Walk-in-Interview.

Remuneration: Rs. 12,000/- to 35,000/- p.m. depending upon the calibre and suitability.

Interested candidates can attend walk-in-interview on Saturday, 12th January, 2019 between 3.00 p.m. to 5.00 p.m. at below mentioned address:

Head Office: 303, "B" Wing, Kotia Nirman, Near Fun Republic Cinema, New Link Road, Andheri (West), Mumbai – 400053.

Contact No: 9619850455 / 9152004955.