



SECTION – 1

IMPORTANT INSTRUCTIONS BEFORE YOU APPLY

Please go through the detail advertisement and ensure that you meet all the eligibility requirements and other conditions specified below, before you apply for any position. Details once submitted cannot be altered/resubmitted, under any circumstances.

SECTION – 2

DETAILS OF VACANCIES (Table – 1)

Post Code	Post / Grade / Upper Age Limit/ Minimum Exp.	Min. Fixed Salary (in lakhs/ per annum)	Qualification	No. of Vacancies
MKT/ OFFIC ER/20 24/01	Post: - Officer - Marketing Grade: - E-1 Upper Age Limit: - 30 Years <i>(Relaxation of 06 years in upper age limit for AGL internal candidates)</i> Minimum Exp.: - 04 Years' Experience or above in Sales & Marketing in any City Gas Distribution Company or Any Other Industry or Related Experience.	Rs. 7.2*	ESSENTIAL: Full-time M.B.A. (Marketing) Degree & Graduation degree (in any discipline) with 60% Marks or CGPA of 6 On 10 Point Scale or 3 on 6 Point Scale. DESIRABLE: B.E. / B. Tech / M.Tech.	01
MKT/E NG CNG PRO/2 024/0 2	Post: - Engineer – CNG Projects in Marketing Department. Grade: - E-1 Upper Age Limit: - 30 Years <i>(Relaxation of 06 years in upper age limit for AGL internal candidates)</i> Minimum Exp.: - 04 Years' Experience or above in Projects / Pipeline Projects / Infrastructure Projects / Engineering Projects at any City Gas Distribution (CGD) Company.	Rs. 7.2*	ESSENTIAL: B.E./ B.Tech. in Civil / Electrical / Mechanical / Instrumentation / Electrical & Electronics Engineering with 60% Marks or CGPA of 6 On 10 Point Scale or 3 on 6 Point Scale. DESIRABLE: M.Tech / M.B.A. (in any discipline)	02
MKT/ DY. MNG/ 2024/ 03	Post: - Deputy Manager – Marketing Grade: - E-2 Upper Age Limit: - 32 Years Minimum Exp.: - 06 Years' experience or above in Sales & Marketing in any City Gas Distribution Company or Any Other Industry or Related Experience.	Rs. 10.8*	ESSENTIAL: MBA in Marketing Full Time, Any Graduation with minimum of 60% or 6.00 CGPA. DESIRABLE: B.E. / B.Tech / M.Tech.	01

*20% variable salary will be paid annually over and above to the minimum fixed CTC, subject to individual & company's performance as per prevailing policy of AGL.

*Up to 40% hike on current Fix salary may be given to outstanding candidates.

Apart from minimum CTC following additional benefits will be given as per Grade eligibility and as per prevailing policy of the company: -

- Group Personal Accident Insurance.
- Group Medclaim Insurance.
- Cost of Mobile Handset Reimbursement.
- Reimbursement of Monthly Mobile Bill.
- Hire-Purchase facility for purchase of Household items/Desktop/Laptop etc.
- Profit Linked Pay.
- Term Life Insurance

SECTION – 3

JOB DESCRIPTION / ROLE AND RESPONSIBILITIES

<p>Post: - <u>Officer - Marketing</u> Grade: - <u>E-1</u></p>	<ul style="list-style-type: none"> • Searching & sourcing for new avenue of business, domestic PNG, industrial customer to increase gas sales volume as per target, develop & maintain strategic long-term trusting relationships with existing customer to ensure revenue growth and margins, Offering after-sales support services. • Managing and interpreting customer requirements, making technical presentations and demonstrating how a product will meet client needs, Cold calling, Lead generation, Negotiating and closing sales agreements, after sales services. • Preparing, recording and maintaining potential customer data, credit & collection, sales agreements execution, Co-ordinating with projects team for execution of gas delivery by pipeline, ensuring safety standard & audit report. • Develop sales and marketing strategies for increase gas sales and customer awareness campaign, sales planning and brand promotions. • Preparing and identification of Gas sales forecasting, Equipment requirements, tender preparation, Handling Client Complaints & provide resolution. • Team managements & productivity, Keep abreast with industry and market trends and best practice, extensive market visit and travels • Proven working experience in Key account managements & Industrial sales, Excellent analytical, written, verbal communications, Negotiation & Presentation skills
<p>Post: - <u>Engineer – CNG Projects in Marketing Dept.</u> Grade: - <u>E-1</u></p>	<ul style="list-style-type: none"> • Monitoring & implementation of the CNG station Sites on daily basis as engineering drawing & specifications. • Monthly Vender Bill verification and process. • PESO, District Magistrate, W&M, Approvals and NOC for stations. • Handling the CNG Marketing Project Work at new sites, coordination with OMC, Contractor and Dealer for smooth operations day to day DPR. • CNG Station Identification, Feasibility report, visits, and plan for annual target Commissioning of DODO, COCO, CODO Category. • Tender preparation and procurement of CNG equipment's, Invoice processing.

	<ul style="list-style-type: none"> • Material Inspection at Site & Store related to CNG stations, Execution of agreements, letters to Govt / OMC authority. • Involvement in shifting of equipment from Store to site and also involvement in Material Inspection. • Reconciliation of left out material at site and maintain proper records at site. • Regular site visits to new as well as existing CNG Stations. • Sales & Promotional scheme rollout, distribution and reconciliation. • Searching new parties where there is scope for Conversion of Petrol/Diesel vehicle into CNG. • Expanding channel of sales under CNG Station Dealership policy. Technical expertise of execution of CNG Projects, Tender preparation, Bill verification as per tender condition, Safety compliances & civil layouts design approvals. • Preparing, recording and maintaining potential Business data, credit & collection-DODO agreements execution, Co-coordinating with projects team for execution of gas delivery by pipeline to CNG station, ensuring safety standard & audit report with HSE&Q, Pre-commissioning. • Proven working experience in Key account managements & Industrial sales, Excellent analytical, written, verbal communications, Negotiation & Presentation skills.
<p>Post: - <u>Deputy Manager – Marketing</u></p> <p>Grade: - <u>E-2</u></p>	<ul style="list-style-type: none"> • To manage and drive sales through Direct sales in order to attain market leadership in the given territory, through growth in customer acquisition number and revenue through Gas Sales. • Direct Sales involves B2C, B2B mode for Natural Gas Connection sales, Searching & sourcing for new avenue of business by direct market visit to industrial and commercial customer to increase gas sales volume as per target, Develop & maintain strategic long-term trusting relationships with existing customer to ensure revenue growth and margins, Offering after-sales support. • Monitor quality of acquisition through the Sales efforts, Billing and collection tracking & Recovery, Customer relationship visit. • Managing and interpreting customer requirements, making technical presentations and demonstrating how a product will meet client needs, Cold calling, Lead generation, Negotiating and closing Sales agreements, after sales services, Competition tracking & reporting– schemes • Preparing, recording and maintaining potential customer data, credit & collection, sales agreements execution, Co-coordinating with projects team for execution of gas delivery by pipeline, ensuring safety standard & audit report. • To be a part of sales and marketing strategies for increase gas sales and customer awareness campaign, sales planning and brand promotions. • Preparing and identification of Gas sales forecasting, Equipment requirements, Handling Client Complaints & provide resolution. • Keep abreast with industry and market trends and best practice, extensive market visit and travels • Proven working experience in Key account managements & Industrial sales, Excellent analytical, written, verbal communications, Negotiation & Presentation skills • Dealership appointment, Handling the CNG Marketing Project Work at new sites, coordination with OMC, Contractor and Dealer for smooth operations. • Monitoring the CNG station Sites on daily basis.

SECTION – 4

TERMS AND CONDITIONS IN RESPECT OF ESSENTIAL QUALIFICATION(S) AND ESSENTIAL EXPERIENCE AS MENTIONED IN SECTION – 2

- 4.1 Only full-time regular courses will be considered. This shall include Class X & XII examination, all diploma (s), Graduation and Post-Graduation as specified in minimum essential qualification(s) as mentioned in Section 2, Table -1.
- 4.2 All minimum essential qualification(s) must be UGC recognized Indian Universities/ UGC recognized Indian Deemed University or AICTE approved courses from Autonomous Indian Institutions/ Concerned Statutory Councils (wherever applicable).
- 4.3 Where ever MBA is being mentioned as requirement, apart from MBA Two Year Post Graduate Diploma in Management with Specialization in relevant field / MMS with specialization in relevant field shall also be considered.
- 4.4 MBA/PG Diploma in Management/MMS/MTech/ME/MSc or any PG qualification where there is mention of dual specialization, one of the specializations necessarily need to be function specific for which the post has been advertised.
- 4.5 Post qualification experience in the relevant field will only be considered while determining minimum experience.
- 4.6 Industrial/Vocational/Apprentice Training will not be considered as experience.
- 4.7 Candidates should possess a valid email ID. Candidates are advised to keep the email ID (to be entered compulsorily in the application form) active for at least one year. No change in the email ID will be allowed once entered. All correspondence with candidates shall be done through email only. Responsibility of receiving and downloading of information/ communications etc. rest with the candidate. AGL will not be responsible for any loss of email sent, due to invalid/ wrong email ID provided by the candidate and no correspondence in this regard will be entertained.
- 4.8 Candidates fulfilling all the eligibility criteria will only be allowed to appear in Selection Process. Depending on the number of candidates fulfilling all criteria, candidates will undergo single stage/ multiple stage selection process. In the event of number of applications being large, AGL may adopt a shortlisting criterion to restrict the number of candidates to be allowed to appear in the selection process to a reasonable number.
- 4.9 Preference will be given to candidates having in line experience in CGD / Oil & Gas / Petrochemical Industry.
- 4.10 The upper age limit for various posts mentioned above is **as on 22.02.2024**.

SECTION – 5

PLACEMENTS AND ASSIGNMENTS

The selected candidates may be posted at any projects/site offices etc. of **Aavantika Gas Limited**. The selected candidates may be assigned jobs/functions/assignments as per the business requirement of the company.

SECTION – 6
RECRUITMENT PROCESS

- **FOR POST CODE: MKT/OFFICER/2024/01** - Written test followed by Personal Interview will be conducted after shortlisting of applications.
- **FOR POST CODE: MKT/ENG CNG PRO/2024/02** - Written test followed by Personal Interview will be conducted after shortlisting of applications.
- **FOR POST CODE: MKT/DY. MNG/2024/03** - Personal Interview will be conducted after shortlisting of applications.

HOW TO APPLY

- PLEASE READ THE VACANCY DETAILS CAREFULLY BEFORE APPLYING FOR ANY ADVERTISED POSITION.
- CANDIDATE NEED TO GO THROUGH NAUKRI.COM AND CLICK ON COMPANY URL IN THE JOB DESCRIPTION. CANDIDATE COULD ALSO COPY PASTE THE BELOW URL ON BROWSER <https://www.aglonline.net/careers/current-openings/> IT WILL REDIRECT TO THE AGL WEBSITE (www.aglonline.net) CAREER PAGE. FILL ALL THE DETAILS REQUIRED. DETAILS WITH RECENT PASSPORT SIZE PHOTOGRAPH SIZE UPTO 1MB & UPDATED RESUME SIZE UPTO 2 MB WITH SUBJECT LINE “APPLYING FOR POST CODE (NAME OF VACANCY)”.
- APPLICATION WILL NOT BE CONSIDERED/ENTERTAINED IF INFORMATION REQUIRED IS INSUFFICIENT/IN-RELEVANT OR NOT FILLED AS PER INSTRUCTIONS.
- AGL RESERVES ALL RIGHTS TO MODIFY, ALTER AND CHANGE THE CRITERIA DEPENDING UPON THE NO. OF APPLICATIONS RECEIVED.

Important Dates

S.N.	Activity	Date & Time
1.	Commencement of application form by candidates.	22.02.2024 (11:00 hrs.)
2.	Last date and time for applications received by email.	07.03.2024 (18:00 hrs.)

NOTE: ANY REVISION, CLARIFICATION, ADDENDUM, CORRIGENDUM, TIME EXTENSION, ETC. TO THE ABOVE ADVERTISEMENT WILL BE HOSTED ON “**CAREERS**” SECTION OF AGL WEBSITE: **WWW.AGLONLINE.NET** ONLY AND NO SEPARATE NOTIFICATION SHALL BE ISSUED IN THE PRESS. CANDIDATES ARE REQUESTED TO VISIT THE WEBSITE REGULARLY TO KEEP THEMSELVES UPDATED.