



Since 1916

J. M. BAXI & CO.

SHIPPING SUPPORT SERVICES

J. M. Baxi & Co. offer a range of Shipping Support Services to a host of importers, exporters, ship owners and principals. The company has emerged as India's premier Agency in the business of integrated logistics solutions and end-to-end services.

Our **Project Transport Division** handles project consignments including Over Dimension Cargoes (ODCs) on a door-to-door basis. The Division is geared for Custom clearance, port handling, general cargo & heavy cargo transportation and site handling.

The Division is growing at a fast pace and is poised for accelerated growth in the future. To effectively meet our commitments to clients, we are looking for resourceful, operations-oriented and result-oriented professionals for our office at Mumbai.

Deputy General Manager - Marketing

Experience: 10 to 15 years in a senior position in the company controlling all-India marketing, age not exceeding 40 years.

Manager - Marketing

Experience: 7 to 10 years, age not exceeding 35 years.

Job Profile (for both positions)

Experience in:

- Marketing of Services or Industrial Products, must have had experience in major companies in the Refinery, Fertilizer, Power Sectors, large EPC companies etc.
- Marketing of freight forwarding, C & F and transportation services to local / overseas clients putting up large Power, Fertilizer, Refinery projects in India.
- Analyzing tenders and preparing offers for large projects.
- Techno-commercial negotiations with clients till finalization of the contract.
- Independent liaison with the clients.

The Company offers a professional work environment with excellent career prospects. Salary will be commensurate with industry standards and will match the best in the industry.

Please e-mail your detailed CV to: urd@jmbaxi.com