

CAREERS TODAY

H O N O U R S

K.B. Dadiseth, CEO, Hindustan Lever, has been conferred the **MANAGEMENT MAN OF THE YEAR AWARD**, by the Bombay Management Association



Arvind Lalbhai, Chairman, Arvind Mills, has been presented the **GUJARAT BUSINESSMAN AWARD, 1998**, by the Gujarat Chamber Of Commerce & Industry



Vedika Software, led by CEO Arvind Agarwalla, has bagged the **SILVER AWARD, 1999**, for its accounting software, **FACT**, by *Channels Asia*



MDH has bagged the **INTERNATIONAL ARCH OF EUROPE GOLD STAR AWARD, 1999**, for excellence in quality, by Business Initiative Directions, Spain

Thomas Cook India, headed by CEO Pradip Madhavji, has been awarded the **1999 TRAVEL AWARD** for the best travel agency in India, by *TTC Asia & Travel Week, Australia*



The BT New Age Career Track

If your level of expertise in a functional area matched only by your familiarity with database-management software? Two attributes—an MBA, and the ability to distinguish between data, information, and knowledge—can help you become a knowledge-management professional. To begin with, in a hi-tech company. But across industry-types soon, as the relevance of knowledge-management in today's competitive economy sinks in. BT presents the third in a series on emerging careers in tomorrow's economy.

YEARS 1-3 **JOB DESCRIPTION: Knowledge Executive / Information Officer.** Manages databases and information-retrieval systems / Creates corporate learning-resources, like printed matter and video-tapes
EDUCATIONAL QUALIFICATIONS: ■ BE / M.Com / M.Sc ■ MBA
REQUISITE ATTRIBUTES: ■ Functional expertise ■ Familiarity with IT
COMPENSATION: Rs 1.80 lakh - Rs 3 lakh per annum

YEARS 4-7 **JOB DESCRIPTION: Senior Knowledge Executive / Senior Information Officer.** Defines and structures knowledge / Facilitates transfer of knowledge by creating access-mechanisms
REQUISITE ATTRIBUTES: ■ Expertise in database-creation and management ■ Above-average knowledge of business processes across functional areas
COMPENSATION: Rs 3 lakh - Rs 5 lakh per annum

YEARS 8-10 **JOB DESCRIPTION: Knowledge Manager / Information Manager.** Identifies those parts of the organisation which are repositories of information / Creates systems-based solutions, like data-mining and Groupware / Trains employees in basic knowledge-management practices
REQUISITE ATTRIBUTES: ■ Familiarity with the latest data-search, storage, and retrieval technologies ■ Excellent coaching and counselling skills ■ Specialised knowledge of at least one functional area
COMPENSATION: Rs 5 lakh - Rs 8 lakh per annum

YEARS 11-15 **JOB DESCRIPTION: General Manager (Information) / Vice-President (Knowledge).** Creates a renewable and accessible knowledge-bank / Facilitates the conversion of knowledge into deliverables / Uses technology to create processes for replicating knowledge / Runs a central learning-centre
REQUISITE ATTRIBUTES: ■ Ability to convert knowledge into deliverables ■ Ability to understand the strategic needs of the organisation ■ Leadership and organisation skills
COMPENSATION: Rs 8 lakh - Rs 12 lakh per annum

YEARS 16+ **JOB DESCRIPTION: Chief Knowledge Officer / Chief Information Officer.** Works with other functional heads to formulate organisation-wide knowledge practices / Works with the company's senior management team to evolve business strategy
REQUISITE ATTRIBUTES: ■ Ability to leverage knowledge as a competitive tool ■ Ability to link the business needs of the organisation to its knowledge space ■ Superior visioning abilities
COMPENSATION: Rs 12 lakh - Rs 18 lakh per annum

ABB, whose chairman is K.N. Shenoy, has been awarded the **EXCELLENCE IN TECHNOLOGY AWARD**, by Interger of the UK



S.B. Dangayach, Executive Director, Sintex Industries, has been named the **AMA-METROCHEM OUTSTANDING MANAGER**, by the Ahmedabad Management Association



Krishnan Nair, CEO, Leelaventure Group, has received the **UNEP GLOBAL 500 AWARD** for environment protection, by UNEP

Kudremukh Iron Ore, headed by CEO S. Murari, has been awarded the **PUBLIC ENTERPRISE AWARD, 1997-98**, by the Indian Institute of Industrial Engineering, Mumbai



Xerox Business India, headed by CEO H.N. Nanani, has received the **EXPORTS EXCELLENCE AWARD** for 1996-97 and 1997-98, by the Electronics & Computer Software Export Promotion Council



JOB, COMPANY, & LOCATION	EDUCATIONAL QLFNS, EXPERIENCE, & SALARY OFFERED	CONTACT
CEO		
CEO Kerala Venture Capital Fund, Thiruvananthapuram	Professional qualifications. Relevant experience. <i>Attractive</i>	Kerala State Industrial Development Corporation, Keston Road, Kavadar, Thiruvananthapuram-695003
CEO (Internet Solutions) Infotech transnational, Delhi	BE. 12-15 years of experience in Net-based solutions-development. Excellent project-management skills. <i>Best in industry</i>	Dev Solutions, 106, Gupta Arcade, Mayur Vihar-I, New Delhi-110091. e-mail: devolutions@vsnl.com
CEO. Specialised tool- manufacturing factory, Mumbai	BE (Mechanical). 10 years of experience in a well-equipped tool room. <i>No constraint</i>	Box No. V 445-R, <i>The Economic Times</i> , Mumbai-400001
President (Liquor Division), Empee Group, Chennai	Post-graduate. 10-15 years of relevant experience. Age: 40-45 years. <i>Best in industry</i>	Empee Group, 693, Anna Salai, Chennai-600006. e-mail: empee@madras.wiprobt.ems.vsnl.net.in
MARKETING, SALES, ADVERTISING, & PUBLIC RELATIONS		
Marketing Head, HFCL, Delhi	BE, with MBA. 15-20 years of experience , with 5 years in marketing solutions. <i>Attractive</i>	HFCL, 8, Commercial Complex, Masjid Moth, Greater Kailash-II, New Delhi-110 048
Head (Sales), Inalsa Appliances, Delhi	Professional qualifications. Relevant experience. <i>Not mentioned</i>	Inalsa Appliances, 809-810, Surya Kiran Building, 19, Kasturba Gandhi Marg, New Delhi-110001. e-mail: inalsapp@bol.net.in
Vice-President (Marketing), Empee Group, Chennai	MBA. 10-15 years of relevant experience. <i>Attractive</i>	Empee Group, 693, Anna Salai, Chennai-600006. e-mail: empee@madras.wiprobt.ems.vsnl.net.in
Vice-President (Sales), Metamor Enterprise Solutions (India) , Hyderabad	Professional qualifications. At least 5-6 years of experience in handling multiple projects. <i>Not mentioned</i>	Metamor Enterprise Solutions (India), 508, Maltrivanam, Ameerpet, Hyderabad-500038. e-mail: placement@metamor-es.com
Vice-President / Asst Vice-President (Marketing), Bharti Enterprises , Delhi	BE, with MBA. 14-15 years of experience in marketing offshore software project services. <i>Best in industry</i>	Bharti Enterprises, Qutab Ambience, H-5/12, Mehrauli Road, Near Qutab Minar, New Delhi-110030. e-mail: debjani@bhartient.com
All-India Sales Manager (Veterinary Products), Pharmaceuticals company , Mumbai	Professional qualifications. 10-15 years of experience in marketing veterinary products. <i>Attractive</i>	Impact Management & Personnel Services, Behind Bank Of Baroda, 4th Road, Khar (West), Mumbai-400052. e-mail: imps@bom3.vsnl.net.in
National Manager (GIS), Hindustan Office Products, Delhi	Professional qualifications. 5-7 years of experience in managing GIS projects / product sales. <i>Best in industry</i>	Hindustan Office Products, B-1, Geetanjali Enclave, New Delhi-110017. e-mail: hoptd@vsnl.com or hcconsult@vsnl.com
Marketing Managers (ERP Selling), Infotech company, Near Mumbai & Delhi	BE (Computer Science). At least 5-8 years of hardcore selling and marketing experience. <i>Not mentioned</i>	Career Catalyst, 307, Technology Apartments, 24, Patparganj, IP Extension, New Delhi-110092. e-mail: dhebar@del2.vsnl.net.in
Marketing Manager (Acid), Sterilite Industries, Tuticorin	BE (Chemical), preferably MBA. 10 years of experience in sulphuric acid-marketing. <i>Not mentioned</i>	Sterilite Industries, Madurai By-Pass Road, Sipcot Industrial Complex, T.V. Puram, Tuticorin-628000. e-mail: sterilite@iasmd01.vsnl.net.in
Technical Business Manager (Polyurethanes), Dow (India) Systems , Mumbai	BE (Chemical). At least 3-5 years of experience in technical / sales / business development. <i>Attractive</i>	Dow (India) Systems, Pirojsha Nagar, Godrej Soaps Complex, Gate No. 3, Eastern Express Highway, Vikhroli, Mumbai-400079. e-mail: gajhawala@dow.com
Manager (Public Relations), Toyota Kirloskar Motors, Bangalore	Post-graduation in Journalism / Public Relations. 10 years of experience in handling corporate communications. <i>Not mentioned</i>	Toyota Kirloskar Motors, Sana Plaza, 21/14-A, M.G. Road, Bangalore-560001
Area Managers, TTK Pharma, Chennai	B.Pharm/B.Sc. 2 years of relevant experience. <i>Not mentioned</i>	TTK Pharma, 208, Hemkunt Place, 6, Rajendra Place, New Delhi-110008
Product Manager, E. Merck, Mumbai	Ph.D in Molecular Biology or post-graduation in Biotechnology. Relevant experience. <i>Not mentioned</i>	E. Merck, Shiv Sagar Estate 'A', Dr Annie Besant Road, Worli, Mumbai-400018
INFOTECH, TELECOM, & NET		
Head (Software Services), Hindustan Office Products, Delhi	BE/ME (Software). 7-8 years of relevant experience. <i>Not mentioned</i>	Hindustan Office Products, B-1, Geetanjali Enclave, New Delhi-110017. e-mail: hoptd@vsnl.com or hcconsult@vsnl.com
Head (Systems), Elgi Equipment, Coimbatore	BE, with MBA. Relevant experience. <i>Best in industry</i>	Elgi Equipment, Elgi Industrial Complex, Singasalur, Coimbatore-641005. e-mail: gopinath@elgi.jet.co.in
Vice-President (Information Technology), Indusind Bank , Mumbai	BE (Computer Science). Relevant experience in handling large software- development projects. <i>Not mentioned</i>	Indusind Bank, Indusind House, 425, Dadasaheb Bhadkamkar Marg, Mumbai-400024. e-mail: aprao@indusind.com
Project Managers / Project Leaders, HCL Technologies, Not specified	Professional qualifications. 13-15 years of experience in RDBMS / middleware / front-ends / Internet and e-commerce / ERP. <i>Attractive</i>	HCL Technologies, 806, Siddharth, 96, Nehru Place, New Delhi-110019

JOB, COMPANY, & LOCATION	EDUCATIONAL QLFNS, EXPERIENCE, & SALARY OFFERED	CONTACT
INFOTECH, TELECOM, & NET		
Infotech Manager IPCA Laboratories, Mumbai	Post-graduation in computer applications. 15 years of experience in the infotech industry, with 4 years as head of the infotech department. <i>Attractive</i>	IPCA Laboratories , 142-AB, Government Industrial Estate, Kandivli (West), Mumbai-400067
QEM Account Manager American Power Conversion India, Bangalore	BE (Electrical/Electronics), with MBA. 7-10 years of post-qualification experience in the infotech industry. <i>Attractive</i>	American Power Conversion India , 187 & 188/3, Jigani, Bangalore-562106. e-mail: mmenon@apcc.com
Consultants (SAP, Oracle, Peoplesoft) Metamor Enterprise Solutions (India) , Hyderabad	Professional qualifications. 5-10 years of industry experience , with 2 years in SAP, Oracle, and Peoplesoft. <i>Not mentioned</i>	Metamor Enterprise Solutions (India) , 508, Maltrivanam, Ameerpet, Hyderabad-500038. e-mail: placementmesindia@metamor-es.com
Business / Systems Analysts, Kindle Systems, Bangalore	Professional qualifications. 6 years of experience in the infotech industry, with proven track-record. <i>Not mentioned</i>	Kindle Systems , 9th Floor, International Tech Park, Whitefield Road, Bangalore-560066. e-mail: del_cvr@kindlesystems.com
Team Leaders Midas-Kapiti International, Delhi	B.Tech / MCA. At least 6-7 years of experience , with 3 years as a team leader. <i>Attractive</i>	Midas-Kapiti International , Suite 308, Paharpur Business Centre, 21, Nehru Place, New Delhi-110019. e-mail: varmap@midas-kapiti.com
Support Engineers Tata Elxsi , Delhi, Dehradun, Bhopal, & Lucknow	BE (Electronics), 1-4 years of experience in hardware, Unix operating systems, and LAN connectivity. <i>Not mentioned</i>	Tata Elxsi , 123, Richmond Road, Bangalore-560025. e-mail: teit@elxsi.ernet.in
Systems Administrator (SAP), Goodyear India, Ballabgarh (Haryana)	Professional qualifications. 2-3 years of post-qualification experience in Oracle and relational database administration. <i>Not mentioned</i>	Goodyear India , Mathura Road, Ballabgarh (Haryana)-121004
Senior Engineer, CMC, Delhi	BE (Computer Science) / MCA. At least 2-3 years of experience in software-development. <i>Not mentioned</i>	CMC , 3, Jeevan Vihar, Parliament Street, New Delhi-110001
ERP Professionals, Webcity Infosys, Not specified	BE/B.Tech/MCA. Relevant experience in SAP and BaN essential. <i>Attractive</i>	Webcity Infosys , e-mail: websityinfo@vsnl.com
OPERATIONS MANAGEMENT, PROJECT MANAGEMENT, R&D, & QUALITY		
Head (Industrial Engineering), Elgi Equipment, Coimbatore	BE (Mechanical), 10 years of experience in industrial engineering, with 5 years at senior level. <i>Best in industry</i>	Elgi Equipment , Elgi Industrial Complex, Singanailur, Coimbatore-641005. e-mail: gopinaath@elgi.jet.co.in
Vice-President (Operations), Industrial house, South India	BE. 20 years of relevant experience in managing a large sugar plant. <i>Attractive</i>	ABC Consultants , Ashika Chambers, 22, Chamlers Road, Chennai-600018. e-mail: abc.chennai@vsnl.com
Dy General Manager (Production), Toyota Kirloskar Motors, Bangalore	BE. At least 15 years of experience in manufacturing in an automobile / engineering company. <i>Not mentioned</i>	Toyota Kirloskar Motors , Sana Plaza, 21/14-A, M.G. Road, Bangalore-560001
Dy General Manager, LG Hotline CPT, Delhi	BE (Chemical/Mechanical). 15 years of experience in the process industry. <i>Not mentioned</i>	LG Hotline CPT , D-5, South Extension, Part-II, New Delhi-110049
Dy General Manager (Testing & Quality Assurance Div.), HFCL, Delhi & Solan (Himachal Pradesh)	Professional qualifications. 5-12 years of experience in a telecommunication-manufacturing unit, with knowledge of testing microwave radios. <i>Attractive</i>	HFCL , 8, Commercial Complex, Masjid Moth, Greater Kailash-II, New Delhi-110 048 <i>Attractive</i>
Sr Manager / Manager (Design & Development), Gajra Bevel Gears, Dewas (Madhya Pradesh)	BE (Mechanical). 8-10 years of experience in process-planning and tool-designing. <i>Attractive</i>	Gajra Bevel Gears , Industrial Area, A-6 Road, Dewas (Madhya Pradesh)-455001
Production Manager, Diversified industrial group, Kanpur	BE (Mechanical). 8-10 years of experience in an engineering company. <i>Attractive</i>	Management Consulting Group , 147-148, Som Dutt Chambers-II, 9, Bhikaji Cama Place, New Delhi-110066
Works Manager, Ipisteel, Dhenkanal (Orissa)	BE (Metallurgical) / B.Sc (Chemistry). 15-20 years of experience in a similar capacity in a mini steel plant. <i>Excellent</i>	Ipisteel , P.O. Gundichapada, District Dhenkanal, Orissa-759025
Works Manager / Production Manager, Ranrotol Industries, New Delhi	Professional qualifications. Relevant qualifications. <i>Not mentioned</i>	Ranrotol Industries , F-85, Okhla Industrial Area, Phase-I, New Delhi-110020
Manager (Quality Systems), Super Seals India, Faridabad (Haryana)	BE (Mechanical). Relevant experience. <i>Not mentioned</i>	Super Seals India , Mathura Road, Faridabad (Haryana)-121003
FINANCE, TREASURY, BANKING, & INSURANCE		
Executive Director, IndusInd Bank, Mumbai	Professional qualifications. At least 20 years of experience in a national / foreign bank. <i>Not mentioned</i>	IndusInd Bank , IndusInd House, 425, Dadasaheb Bhadkamkar Marg, Mumbai-400024. e-mail: aprao@indusind.com
Dy General Manager (Finance), Rs 2,500-crore diversified group, Mumbai	CA. At least 12-20 years of experience , preferably in a large manufacturing organisation. <i>Excellent</i>	Impact Management & Personnel Services , Behind Bank Of Baroda, 4th Road, Khar (West), Mumbai-400052. e-mail: imps@bom3.vsnl.net.in

JOB, COMPANY, & LOCATION	EDUCATIONAL QLFNS, EXPERIENCE, & SALARY OFFERED	CONTACT
FINANCE, TREASURY, BANKING, & INSURANCE		
Head (Indirect Taxation), Rs 2,000-crore industrial house, Metros	ACA / ICWA / M.Com / LL.B. 10-15 years of relevant experience. <i>Not mentioned</i>	Analytic Consultants , P-34, Block-H, New Alipore, Calcutta-700053
Head (Internal Audit), Rama Group, Patiala (Punjab)	CA. 8-10 years of experience in a large manufacturing company. <i>Attractive</i>	Rama Group , Village Chaundheri, P.O. Dappar, Tehsil Rajpura, Patiala (Punjab)-147001
Financial Controller, Hyundai Unitech Electrical Transmission, Delhi	CA / CS. 10-12 years of experience , preferably in a production unit. <i>Not mentioned</i>	Hyundai Unitech Electrical Transmission , 6, Community Centre, Saket, New Delhi-110017
Costing Manager, IPCA Laboratories, Mumbai	ICWA. 5 years of experience in a pharmaceuticals / chemicals company. <i>Attractive</i>	IPCA Laboratories 142-AB, Government Industrial Estate, Kandivli (West), Mumbai-400067
Manager (Accounts), Indovax, Delhi	CA. Relevant experience. <i>Not mentioned</i>	Indovax , 8th Floor, Eros Apartments, 56, Nehru Place, New Delhi-110019
Chief Accounts Officer, EasyCall India, North India	CA. 7-10 years of experience , with 2-3 years as a department head. <i>Not mentioned</i>	EasyCall India , A-4/B-2, Janajim House, MIDC, Marol, Andheri (East), Mumbai-400093. e-mail: mm@easycallindia.com
CONSULTING, HRD, ADMINISTRATION, COMMERCIAL, & LEGAL		
Vice-President (Commercial), Rs 200-crore steel company, Mumbai	CA / ICWA. 20 years of relevant experience. <i>Attractive</i>	The Resource , 410, Vardhaman Market, Sector 17, Vashi, Navi Mumbai-400705
Manager (HR), Araco Polyflex, Bidadi (Karnataka)	MSW / LL.B. 10-12 years of relevant experience. <i>Attractive</i>	Araco Polyflex , South Block, 9th Floor, 905, Manipal Centre, No. 47, Dickenson Road, Bangalore-560042
Manager (Personnel), Indovax, Not specified	Professional qualifications. Relevant experience in a medium-sized manufacturing company. <i>Not mentioned</i>	Indovax , 8th Floor, Eros Apartments, 56, Nehru Place, New Delhi-110019
Personnel Manager, ATC Group, Delhi	Post-graduation in Personnel Management. At least 8-12 years of relevant experience. <i>Not mentioned</i>	ATC House , 1E/14, Jhandewalan Extension, New Delhi-110055
Corporate Manager (HR), Industrial house, Mumbai	Post-graduation in Personnel Management. Relevant experience in performance-management / career-planning / succession-planning. <i>Attractive</i>	Gilbert Tweed Management Group , 217, Gokul Subash Road, Vile Parle (East), Mumbai-400057. e-mail: gtmg@vsnl.com
HR Manager (SBU), Rs 1,000-crore FMCG company, Mumbai	Post-graduation in Personnel Management. Relevant experience in training sales staff, recruitment, and induction of fieldforce. <i>Attractive</i>	Gilbert Tweed Management Group , 217, Subash Road, Vile Parle (East), Mumbai-400057. e-mail: gtmg@vsnl.com
Exports Manager, Sameer Exports International, Ludhiana	Professional qualifications. At least 5-10 years of experience in a reputed export house. <i>Not mentioned</i>	Sameer Exports International , E-267, Phase IV-A, Focal Point, Ludhiana-141001. e-mail: sameereei@de2.vsnl.net.in
HR Professionals, Dabur India, Ghaziabad (Uttar Pradesh)	MBA. 6-7 years of experience in HR and industrial relations. <i>Not mentioned</i>	Dabur India , 22, Site-IV, Sahibabad, District Ghaziabad-201010
OVERSEAS		
Technical Head, Urea plant, Middle East	BE. 15-20 years of relevant experience in managing a urea plant. <i>Excellent</i>	ABC Consultants , 612, Shakuntala, 59, Nehru Place, Delhi-110019
Resource Planning Manager, Dnata, Dubai	Professional qualifications. At least 10 years of experience in industrial engineering projects. <i>Excellent</i>	Dnata , P.O. Box 7054, Dubai (UAE)
Project Manager, Steel company, South Africa	B.Tech. At least 10 years of experience in implementing steel projects. Age: 30-35 years. <i>Excellent</i>	The Resource , 410, Vardhaman Market, Sector 17, Vashi, Navi Mumbai-400705
Senior Engineers, Western Digital, Singapore	B.Tech (Electronics / Electrical). At least 7 years of experience in electronics design or verification of VLSI and prototype ICs. <i>Competitive</i>	Technisearch Consultancy , 1/17-A, 2nd Floor, Pinjala Subramaniam Street, T. Nagar, Chennai-600017 e-mail: servicecon@pacific.net.sg
Software Engineer, Infotech company, US	BE / B.Tech (Computer Science). At least 3 years of experience in Java, Visual Cafe, and UML essential. <i>Not mentioned</i>	Alekhyascondsoft , 42840, Christy Street, No. 106, Fremont, CA (US)-94538
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