

CAREERS TODAY

M O V E M E N T S



Help, Tarun!

The request to take up a regional responsibility is an outcome of your success, and will also put you in line for the CEO's job here. Make no mistake; transnationals always look for

Q. I head a Strategic Business Unit (SBU) in a large pharmaceuticals transnational. I took over this loss-making unit 2 years ago, and turned into one of our most profitable ones. Now, our parent company wants me to take up a regional responsibility. While this assures me a more-than-handsome package, company policy also stipulates that, after completing the overseas assignment, I will have to re-negotiate my entry into the domestic, or any other, operation. Should I risk it? Or should I stay on, and vie for the CEO's job here?

people with international exposure to head their operations in India. And since the decisions to appoint CEOs are, generally, taken at the upper echelons, you would enhance your chances by taking up the regional responsibility. Later, if you move to another international assignment, you should not worry unless there are pressing personal reasons to return home. Even then, the parent company will try and accommodate you rather than lose a good manager. So, go ahead.

Your company, like most others, is making you a prisoner of your success. Push the top brass, cajole, and, if need be, threaten. However, moving straight

Q. I am a sales manager with an Indian automobiles-manufacturer. Given my track-record of heading the northern region sales function within 3 years of joining, I should be quite content. But I want to move to marketing since I have the qualifications, and that is the logical progression. But my company has refused on the plea that I am doing well in sales, and should stick to it. How do I convince the top brass to give me a chance to prove myself? I don't want to leave the company either.

into a marketing job in another company would be unwise. Your success seems to have much to do with your present company, its products, and its systems vis-à-vis yourself. Marketing calls for a different skills-set as compared to sales, and your chances of succeeding in marketing

are more in your present company since you will have both knowledge and familiarity backing you up.

TARUN SETHI, THE SENIOR CONSULTANT AT THE MUMBAI-BASED RECRUITMENT AND TRAINING CONSULTANCY FIRM, SHILPUTS, WILL ADDRESS YOUR CAREER CONCERNS EVERY MONTH. WRITE TO HELP, TARUN@O BUSINESS TODAY, F-36, CONNAUGHT PLACE, NEW DELHI 110001

I.D. Agarwal has taken over as **EXECUTIVE DIRECTOR**, RESERVE BANK OF INDIA

S. Srinivasan, has taken over as **MANAGING DIRECTOR**, STATE BANK OF INDIA



Richard Croteau has taken over as **SENIOR VICE-PRESIDENT (GLOBAL SALES & MARKETING)**, SATYAM COMPUTER SERVICES

Naresh Kumar Gaind has been appointed **MANAGER (WESTERN INDIA)**, LUFTHANSA



Ramesh Advani has joined **ORG SYSTEMS** as **GENERAL MANAGER**, NETWORK SOLUTIONS

Atul Kanwar has been appointed **COUNTRY MANAGER (INDIA)**, 3-Com ASIA



Ashok Bharat has taken over as **REGIONAL DIRECTOR**, TELSTRA INDIA



Brajesh Ugra has joined **METAMOR GLOBAL SOLUTIONS** as **SENIOR VICE-PRESIDENT**, ENGAGEMENT MANAGEMENT

John J. Legere has been appointed **PRESIDENT (ASA-PACIFIC)**, DELL COMPUTER CORP.



R. Srinivasan has taken over as **RESIDENT DIRECTOR & HEAD (NEW DELHI)**, JARDINE FLEMING SECURITIES

Rajiv Sinha has been promoted to **DCM SHIRAM CONSOLIDATED'S BOARD** as **DEPUTY MANAGING DIRECTOR**



Thomas Levers has been appointed **VICE-PRESIDENT (PRODUCT MARKETING)**, SATYAM COMPUTER SYSTEMS

JOB, COMPANY, & LOCATION	EDUCATIONAL QLFNS, EXPERIENCE, & SALARY OFFERED	CONTACT
CEO		
President, Consumer Products Manufacturing Company , Hyderabad	Engineer, preferably with a management degree. 15-20 years experience , of which at least 5 years at the board-level. <i>Best in industry</i>	R.P. Yadav (Managing Director), Genius Consultants (Senior-Level Placement Division), Circus Plaza, 2nd Floor, 4, Syed Amir Ali Avenue, Calcutta-700017
CEO-Designate, Zee TV , Mumbai	B.Tech plus MBA. Individuals drawing about Rs 1 crore per annum. <i>Attractive</i>	e-mail: favez@zeenetwork.com, Tel: 022-4962420
Managing Director, Assam Petrochemicals , Namrup (Assam)	BE (Chemical/Electrical/Mechanical). 10 years experience in a senior technical/managerial position in chemicals/petrochemicals industry. <i>Attractive</i>	Managing Director, Assam Industrial Development Corporation (A Government Of India Undertaking), R.G. Baruah Road, Guwahati-781024
Profit-centre Head, Indo-Asian Fusegear , Jalandhar	Engineer (Electrical/Mechanical). 15-20 years experience at senior level in press shop , fabrication and assembly operations of industrial electrical products. Exposure to plant-level management essential. <i>No constraints</i>	General Manager (Corporate HR), Indo-Asian Fusegear , A-59, Okhla Phase II, New Delhi-110020
Software Profit-centre CEO, Datamatics , Mumbai	Relevant qualifications. Should have a track-record of heading overseas/domestic software projects . <i>Rs 10 lakh per annum</i>	Ms Mona Mahajan (EA to Joint Managing Director), Datamatics , Unit No. 38/39, SDF-II, Andheri (East), Mumbai-400096
MARKETING, SALES, ADVERTISING, & PUBLIC RELATIONS		
President (Marketing), Food Products Company , Calcutta	MBA. 10-15 years of relevant experience . <i>Negotiable</i>	R.P. Yadav (Managing Director), Genius Consultants (Senior-Level Placement Division), Circus Plaza, 2nd Floor, 4, Syed Amir Ali Avenue, Calcutta-700017
Executive Presidents (Marketing/Direct-To-Home/Direct-To-Operator), Zee TV , Mumbai	Relevant qualifications/BE Electronics plus MBA (Marketing). <i>Attractive</i>	e-mail: favez@zeenetwork.com, Tel: 022-4962420
Vice-President (Marketing), Light Engineering Products Company , Calcutta	Engineer, with management degree. 15-20 years of relevant experience . <i>Best in industry</i>	R.P. Yadav (Managing Director), Genius Consultants (Senior-Level Placement Division), Circus Plaza, 2nd Floor, 4, Syed Amir Ali Avenue, Calcutta-700017
Vice-President (Sales), Chemicals/Consumer Durables Company , Calcutta	MBA/Post-graduate diploma in Management. 10-15 years of relevant experience . <i>Best in industry</i>	R.P. Yadav (Managing Director), Genius Consultants (Senior-Level Placement Division), Circus Plaza, 2nd Floor, 4, Syed Amir Ali Avenue, Calcutta-700017
Sales Manager, Industrial Oxygen Company , Mumbai	MBA plus Engineering. 6-8 years experience in the field of industrial gases/speciality gases. <i>Not mentioned</i>	Manager (Administration), Industrial Oxygen Company , 56, Jolly Maker Chambers II, Nariman Point, Mumbai-400021
Territory Managers, Software Solution Integrated , Mumbai/New Delhi	MBA (Marketing). 8-10 years of experience in marketing , of which last 4 years should have been in a similar position. A background in infotech education industry preferred. <i>Attractive</i>	General Manager (HR), Software Solution Integrated , Chandamama Building, 3rd Floor, 189, NSK Salai, Vadapalani, Chennai-600026
Strategic Business Managers, Software Solution Integrated , Metros/Ahmedabad	MBA (Marketing). 4-5 years of experience in marketing , of which last 2 years should have been in a similar position. A background in infotech education industry preferred. <i>Attractive</i>	General Manager (HR), Software Solution Integrated , Chandamama Building, 3rd Floor, 189, NSK Salai, Vadapalani, Chennai-600026
Territory Managers, Crystal Clean Purifiers , Gurgaon	MBA. 2-3 years experience . <i>Attractive</i>	Crystal Clean Purifiers , 322, Outub Plaza, DLF Outub Enclave, Phase-I, Gurgaon
Regional Sales Manager, Kanchan Home Appliances , New Delhi	MBA (Marketing). 8-10 years of experience . <i>Attractive</i>	Kanchan Home Appliances , 28A/B, Raju Industrial Estate, Penkar Pada Road, Near Dahisar Checknaka, Thane-401104
Area Sales Managers, Kanchan Appliances , New Delhi	Graduates, preferably MBA. 5-6 years of relevant experience in a similar position. <i>Attractive</i>	Kanchan Home Appliances , 28A/B, Raju Industrial Estate, Penkar Pada Road, Near Dahisar Checknaka, Thane-401104
Project Managers, bioMerieux India , New Delhi	Post-graduates in Biotechnology/Immunology/Biochemistry, with a degree/diploma in Marketing. <i>Attractive</i>	bioMerieux India , A-10, Green Park, New Delhi-110016
Sales Engineer, Indo-Asian Fusegear , New Delhi	Professional qualifications. 2-3 years of experience in sales, distribution management of low voltage switchgear line. <i>No constraints</i>	General Manager (Corporate HR), Indo-Asian Fusegear , A-59, Okhla Phase II, New Delhi-110020
Sales Engineers, NRB Bearings , Metros	First-class Mechanical Engineer. 3-5 years experience in industrial marketing. <i>Attractive</i>	Vice-President (Personnel & HRD), NRB Bearings , 15, Sir P.M. Road, Fort, Mumbai-400001
FINANCE, TREASURY, BANKING, & INSURANCE		
Chief (Finance), Indo-Asian Fusegear , New Delhi	CA. 15-20 years of quality experience in all aspects of business and corporate finance at a senior level. Exposure in financial control of multi-location units/branches essential. <i>No constraints</i>	General Manager (Corporate HR), Indo-Asian Fusegear , A-59, Okhla Phase II, New Delhi-110020
Finance Director, Professionally-Managed Company , Mumbai	Relevant qualifications. 15-20 years of relevant experience . <i>Attractive</i>	Post Box 11923 (S.N), Andheri (West), Mumbai-400053

JOB, COMPANY, & LOCATION	EDUCATIONAL QLFNS, EXPERIENCE, & SALARY OFFERED	CONTACT
FINANCE, TREASURY, BANKING, & INSURANCE		
Executive Presidents (Finance/Corporate), Zee TV , Mumbai	Relevant qualifications/BE (Electronics) plus MBA (Finance). <i>Attractive</i>	e-mail: favez@zeenetwork.com . Tel: 022-4962420
Vice-President (Finance), Petrochemicals Company , Calcutta/Chennai	CA/CS plus MBA/ Post-graduate diploma in Management. 10-15 years experience . Knowledge of sourcing funds through banks, financial institutions. <i>Best in industry</i>	R.P. Yadav (Managing Director), Genius Consultants (Senior-Level Placement Division), Circus Plaza, 2nd Floor, 4, Syed Amir Ali Avenue, Calcutta-700017
Vice-President (Finance), DLF Universal , New Delhi	CA. 15-20 years of relevant experience . Exposure to a computerised environment and latest financial accounting systems. <i>Attractive</i>	Managing Director, DLF Universal , DLF Centre, Sansad Marg, New Delhi-110001
General Manager (Finance & Administration), Transnational Company , New Delhi	CA/Cost Accountants/MBAs. Sound experience in all aspects of finance . <i>Attractive</i>	Ashoke Bahl (Director), Management Services Group , 9, Prithviraj Road, New Delhi-110011
Manager (Finance), Oil & Gas Exploration and Development Company , Gujarat	CA. 10-15 years experience in oil/gas sector. <i>Attractive</i>	Personnel Search Services , 22, Prabhadevi Estate, Veer Savarkar Marg, Prabhadevi, Mumbai-400025
INFOTECH, TELECOM, & NET		
Executive President (Infotech Services)/Executive Vice-President (Infotech), Zee TV , Mumbai	Relevant qualifications. Infotech experts , with entrepreneurial aspirations. <i>Attractive</i>	e-mail: favez@zeenetwork.com . Tel: 022-4962420
Team Leaders/Project Leaders/Project Managers, HCL Perot Systems , Bangalore/NOIDA	MC/A/M.Tech/B.Tech/BE. 5 years experience , of which 3 years in UNIX (Sun Solaris, HP UX), Oracle, Sybase, Informix. <i>Not mentioned</i>	Manager (RMG), HCL Perot Systems , A-10/11, Sector 3, NOIDA-201301
Engineering Manager, Adobe Systems India , Not mentioned	Ph.D/M.Tech/B.Tech. 10 years experience in publishing and printing technology , postscript drivers, document management, and systems, with at least 3 years in a technical manager's role. <i>Not mentioned</i>	Adobe Systems India , D-107, Sector 2, NOIDA-201301
Research Scientist, Adobe Systems India , Not mentioned	Electronics Engineer/M.Tech/B.Tech. 2 years experience in research environment , publications in major journals, and demonstrable success in developing new technology essential. <i>Not mentioned</i>	Adobe Systems India , D-107, Sector 2, NOIDA-201301
Technical Manager/Technical Executive, MicroUniv Corporate , Not mentioned	Professional qualifications. 2-8 years experience in application development/customer support/training . Knowledge of development (VB, VC++, Java, COM, SQL)/Operating Systems essential. <i>Not mentioned</i>	Recruitment Manager, MicroUniv Corporate , Microland Gardens, 777, 3rd Cross, 18th Main, 6th Block, Koramangala, Bangalore-560095
Senior Technical Architects, Intelligroup , Not mentioned	Graduate Engineers. 5 years experience in the software industry , with emphasis on having forged systems using Internet technologies for global clients. Excellent communication and presentation skills. <i>Best in industry</i>	Intelligroup , Manasarovar Complex, Secretariat Road, Hyderabad-500004
Project Managers, Intelligroup , Not mentioned	Graduate (Engineering/Management). 8 years experience in the software industry . Excellent people-management skills, with experience in managing medium-to-large size teams essential. <i>Best in industry</i>	Intelligroup , Manasarovar Complex, Secretariat Road, Hyderabad-500004
Network Manager/Project Leader/Network Specialist, Redington (India) , Chennai	BE (Electronics/Computers)/Professional qualification/BE (Electronics). 8 years experience in LAN/WAN/5 years experience in software development/3-4 years experience in LAN/WAN . <i>No constraints</i>	Ms Sangeetha, Redington (India) , SPL Guindy House, 95, Mount Road, Chennai-600032
Manager (Software Development), Softek , New Delhi	BE (Computer Sciences)/M.Tech. 5-8 years relevant experience . <i>Attractive</i>	Manager (HRD), Softek , M-42, Commercial Complex, Greater Kallash-II, New Delhi-110048
Project Leaders, ACE Technosoft , Not mentioned	Professional qualifications. Relevant experience in C/C++, Java, RTOS, Windows 95/98/NT SDK/DDK/ Microprocessors/Microcontrollers . <i>Best in industry</i>	ACE Technosoft , SDF V, Unit 160, SEEPZ, Mumbai-400096
Project Leader, Transnational Company's Software Development Centre , New Delhi	Engineering Degree. Extensive experience with design and programming preferred. <i>Attractive</i>	e-mail: project.one@psinet.com
Client-Server Professionals, Patni Computer Systems , Mumbai	Relevant qualifications. 4-8 years experience in PB, VB, SQL. <i>Attractive</i>	Manager (HRD), Patni Computer Systems , Unit No. 55, SDF-II, SEEPZ, Andheri (East), Mumbai-400096
Senior Analyst/Programmers, Kingston-SCL , New Delhi	BE/M.Tech/MCA. 2-6 years experience . <i>Attractive</i>	Datamatics Staffing Services , IC/13, Rajgandha Building, New Rohtak Road, New Delhi-110005
PRODUCTION, PROJECT MANAGEMENT, MATERIALS MANAGEMENT, R&D, & QUALITY		
Chief (R&D), Indo-Asian Fusegear , NOIDA	BE (Electrical), with post-graduate qualifications. 20-25 years experience in product research, development and testing in electrical industry in low-voltage field, preferably in switchgear industry. <i>No constraints</i>	General Manager (Corporate HR), Indo-Asian Fusegear , A-59, Okhla Phase II, New Delhi-110020
Vice-President (Foundry), Chemical Products Company , Near Chennai	Engineer (Metallurgical) with post-graduation in foundry technology. 10-15 years of relevant experience . <i>Negotiable</i>	R.P. Yadav (Managing Director), Genius Consultants (Senior-Level Placement Division), Circus Plaza, 2nd Floor, 4, Syed Amir Ali Avenue, Calcutta-700017
Vice-President (Business Development), DLF Universal , New Delhi	BE (preferably Civil), plus MBA (Finance/Marketing). 10-12 years related experience in project development. <i>Attractive</i>	Managing Director, DLF Universal , DLF Centre, Sansad Marg, New Delhi-110001

JOB, COMPANY, & LOCATION	EDUCATIONAL QLFNS, EXPERIENCE, & SALARY OFFERED	CONTACT
PRODUCTION, PROJECT MANAGEMENT, MATERIALS MANAGEMENT, R&D, & QUALITY		
General Managers (Quality Assurance/Garment Production), Maral Overseas , Indore/Jammu	B.Text/M.Text or a Garment Technologist, preferably with MBA. 10-12 years of experience. <i>Attractive</i>	Vice-President (HRD), LNJ Bhiwara Group , Bhiwara Towers, A-12, Sector-1, NOIDA-201301
General Managers (Business Development/Cases Business Units), BOC India , Metros	Relevant qualifications/Engineer plus MBA (Marketing/Finance). 7-10 years experience in petro-refinery/petrochemicals industry 10 years experience in sales and marketing. <i>Attractive</i>	Vice-President (Personnel), BOC India , P-43, Taratala Road, Calcutta-700088
Production Manager, Ananda Bazar Patrika , Calcutta	Engineer. 8-10 years shopfloor experience in a modern manufacturing unit. <i>Attractive</i>	General Manager (HRD), Ananda Bazar Patrika , 6, Prafulla Sankar Street, Calcutta-700001
Senior Engineer, Gurgaon Technology Park , Gurgaon	BE (Civil). 5 years relevant experience. <i>Attractive</i>	Human Resources Department, Gurgaon Technology Park , 27, Community Centre, Saket, New Delhi-110017
R&D Engineers, Indo-Asian Fusegear , NOIDA	Engineering graduates. 5-10 years experience in low voltage electrical switchgear products, with penchant for product development and research. <i>No constraints</i>	General Manager (Corporate HR), Indo-Asian Fusegear , A-59, Okhla Phase II, New Delhi-110020
CONSULTING, HRD, ADMINISTRATION, COMMERCIAL, & LEGAL		
Head (Materials/Commercial Management), Sterlite Telecom , Silvassa/Vapi/Aurangabad/Mumbai	Engineer plus MBA. 12 years relevant experience. <i>Attractive</i>	Senior Vice-President (Operations & GRP, HRD), Sterlite Industries India (Telecom Division) , Maker Chambers-III, 92 & 92 A, Nariman Point, Mumbai-400021
Head (Commercial), Titan Industries , New Delhi	B.Com with First-class. 7 years experience , of which at least 2 years should have been as head/second in command of a reputed company's branch-accounting function. <i>Attractive</i>	General Manager (HR), Titan Industries , Golden Enclave, Tower A, Airport Road, Bangalore-560017
Executive President (Commercial), Zee TV , Mumbai	Relevant qualifications. <i>Attractive</i>	e-mail: favez@zeenetwork.com, Tel: 022-4962420
Manager (Market Research), Aristo Pharmaceuticals , Calcutta/ New Delhi/Mumbai/Hyderabad	Graduate plus MBA. 3-5 years experience. <i>Attractive</i>	Managing Secretariat, Aristo Pharmaceuticals , 23-A, Shah Industrial Estate, Off Veera Desai Road, Andheri (West), Mumbai-400053
Manager (Exports), Times Of India Group (Times Music) , Mumbai	Should have worked in a managerial position in an international trading house or in the exports department of a reputed organisation. Exposure to the music industry preferred. <i>Not mentioned</i>	Director (HRD), Times Of India Building , D.N. Road, Mumbai-400001
Assistant Manager (Legal), Indofil Chemicals , Thane (Maharashtra)	Commerce Graduate, with a Law degree. 8 years of sound professional exposure in a large chemicals manufacturing company or firm of solicitors. <i>Attractive</i>	Vice-President (Personnel & Administration), Indofil Chemicals Company , Nirlon House, Annie Besant Road, Mumbai-400025
OVERSEAS		
Head (Finance), Hotel Chain , Nairobi	CA, with MBA. 10-15 years experience. Knowledge of statutory and treasury functions, and dealing with banks and financial institutions. <i>Excellent</i>	R.P. Yadav (Managing Director), Genius Consultants (Senior-Level Placement Division), Circus Plaza, 2nd Floor, 4, Syed Amir Ali Avenue, Calcutta-700017
Head of Project Development (IT), Aluminium Bahrain , Bahrain	Graduate in Computer Science, or equivalent Management degree. Experience in PC software. SAP Experience desirable, but not essential. <i>Attractive</i>	Ambe International , 16, Walkeshwar Road, Goenka House, Mumbai-400006
Manager (Co-ordination & Administration-Educational Institutions), Transnational , UAE	Relevant Qualifications. Experience of working in reputed universities/institutions as Registrar/Educational Administrator. <i>Attractive</i>	Post Box 1501, Code: MEI, G.P.O., Mumbai-400001
Purchase Manager, Qatar Electricity & Water Company , Doha (Qatar)	Bachelor's degree, with diploma in Materials Management. 10-12 years of overseas purchase management experience , of which 5 years as Head of purchasing in a major company. <i>Attractive</i>	Emmar Enterprises , 613, Raheja Centre, 214, Nariman Point, Mumbai-400021
Personnel Manager, Qatar Electricity & Water Company , Doha (Qatar)	Degree, with Post-graduate degree in Personnel Management/Business Administration. 5-7 years experience in the field of personnel administration and manpower planning. <i>Attractive</i>	Emmar Enterprises , 613, Raheja Centre, 214, Nariman Point, Mumbai-400021
Software Professionals, NIIT , Belgium/Cyprus/Dubai/Holland/Indonesia/Thailand	BE/B.Tech/MCA. 5-10 years of experience in systems design and development under client-server/object-oriented environment and business applications in Visual Basic, Visual C++, C++. <i>Not mentioned</i>	Group Manager (Resource Management Group), NIIT , 33/1, Nungambakkam High Road, Chennai-600034
Real-Time Software Embedded Engineer, Acro Service Inc. , US	BE/ME. 2 years experience in embedded software technology. <i>Attractive</i>	Acro America Inc. , Janpath Business Centre, Hotel Janpath, New Delhi-110001
Internal Auditors, Yusuf Bin Ahmed Kanoo , Saudi Arabia	CA. Relevant experience. <i>Attractive</i>	Group Internal Audit Manager, Yusuf Bin Ahmed Kanoo , P.O. Box No. 45, Manama, Bahrain
Marketing Executive, Al-Futtaim Motors , Dubai	Post-graduate degree/diploma in Management. 3-5 years relevant experience. <i>Attractive</i>	Al-Futtaim Motors , P.O. Box No. 11052, Dubai, UAE

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