



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/_688

4th August 2023

Sub. Placement opportunity for B.Tech Chemical/Biochemical Engineering or MBA students of GGSIP University passing out in the year 2023 in the company “P. D. Polychem Pvt. Ltd.”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for B.Tech Chemical/Biochemical Engineering or MBA students of GGSIP University passing out in the year 2023 in the company “P. D. Polychem Pvt. Ltd.” for your reference and circulation to students to apply on given link by **6th August 2023**:

Registration Link – <https://forms.gle/ahdv1qDuY7Qbaqxf8>

Name of Company: P. D. Polychem Pvt. Ltd.

Job Title: Executive/Sr. Executive/Asst. Manager/Manger/Sr. Manager

Department: Sales/Marketing/Business Development

Eligibility Criteria: B.Tech in Chemical or Biochemical Engineering or MBA

Package –

For fresher entry-level B.Tech Chemical/Biochemical Engineer – INR 3.0 to 4.0 lpa

For MBA – INR 5.0 to 6.0 lpa

Location – Jasola, New Delhi (Open to travel PAN India if required)

Please find the company profile and JD attached for more information for the above position.

LAST DATE FOR REGISTRATION IS **6th August 2023**

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIP University

Name of Company - P. D. Polychem Pvt. Ltd.	
Job Title	Executive/Sr. Executive/Asst. Manager/Manger/Sr. Manager
Location	Delhi, (Open to travel PAN India if required)
Industry	Industrial Chemicals/Specialty Chemicals/Intermediates.
Department	Sales/Marketing/Business Development
Reports to	HOD/Sr. Manager
Qualification	Science Graduate, Chemical Engineer, MBA
Experience	Entry Level - 1.5 or 2 years+ \ Mid-Level - 4-6 Years+ \ High Level - 8-10Years+
Expected Joining Date	Immediate or 1 months
Salary	No Bar - Negotiable / As per Market / Industry norms
Website	www.pdpolychem.com
Position Summary	Sales & Marketing - Regional/National Basis
Job Responsibilities: <ul style="list-style-type: none"> ▪ Managing all the marketing and sales related activity of the company; ▪ Preparing and completing action plans; ▪ Achieving marketing and sales objectives <ul style="list-style-type: none"> a. By contributing marketing and sales information and recommendations to strategic plans and reviews; c. By collecting, analyzing, and summarizing data and trends. d. By planning, developing, implementing, and evaluating field sales action plans. e. By identifying consumer requirements; defining market, competitor's share. ▪ Handling customer enquiries with effective responses. ▪ Sustaining rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities. ▪ Effectively communicating with customers in a professional and friendly manner. ▪ Tracking sales orders to ensure that they are scheduled and sent out on time. ▪ Contacting potential customers to arrange appointments. ▪ Prospecting for new accounts to increase market penetration. ▪ Resolving any sales/dispatch related issues with customers. ▪ Making follow-up calls to confirm sales orders or delivery dates. 	

- Responding to sales queries via phone, e-mail and in writing.
- Keeping management informed by submitting activity and results reports, such as weekly/monthly projections & performance reports.

Soft Skills required:

- Strong Leadership skills
- Excellent communication skills
- Excellent PR skills
- Basic Computer Skills

Any special Instructions/Remarks:

- Willing to run an extra mile for the organization.

P. D. Polychem Pvt. Ltd.



Honouring Commitments



Over 47 Years Of
Experience



\$ 34.53 Million company



Headquartered
@ New Delhi, India



Presence In
India | China | Europe | Canada

INTRODUCTION

PILLARS OF PDPPL



Kapil Rastogi (C.E.O.)

A Technocrat with over 25 years of management expertise; Founder of PDPPL; A Visionary with mission of achieving heights never touched before

Sanjay Gupta (Business Head)

Experience of more than 33 years of Sourcing in Pharmaceutical Industry. Associated for over 14 Years with PDPPL

Shyam Saxena (Chief Technical Officer)

Chemical Engineer | Business Analyst | Manufacturing Excellence Expert | Black Belt in Lean Six Sigma with 15 years of industry experience.

Anish Sadana (A.G.M., Business Development)

Master's in Business with over 18 years of experience in Sales, Marketing and Business Development. A strong 15 years association with PDPPL.

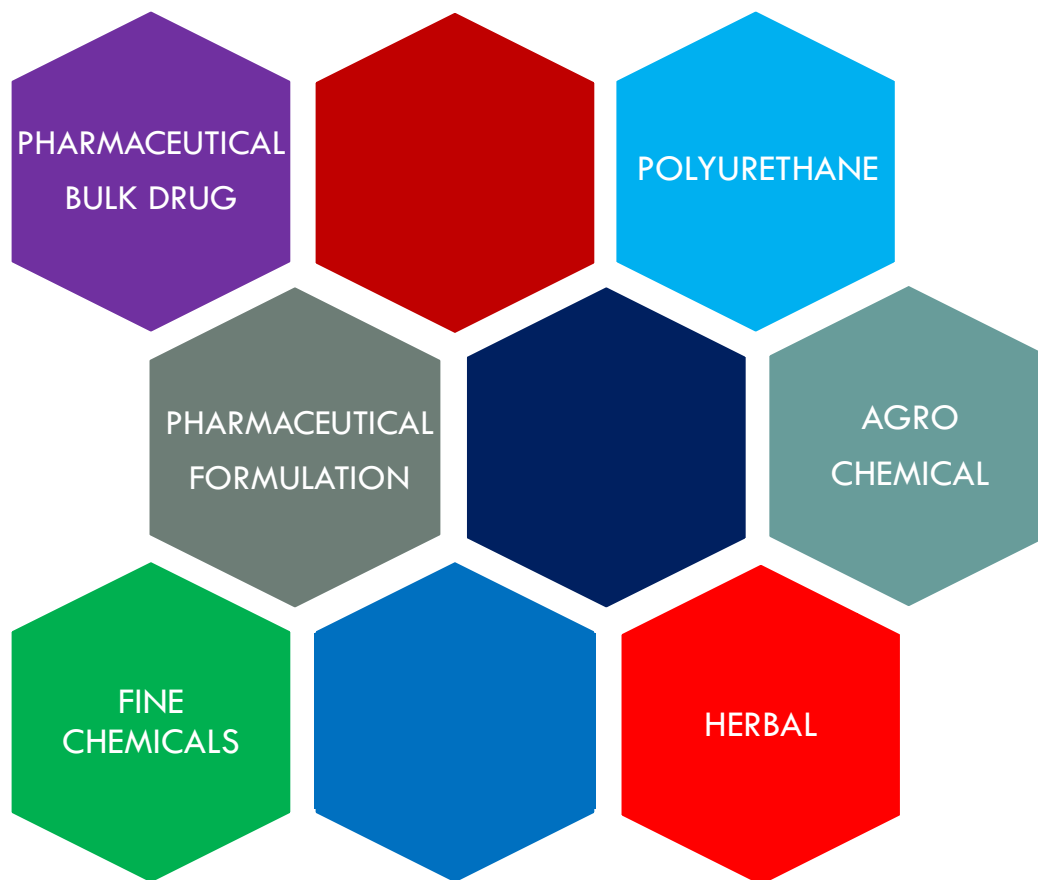
Sanjay Dewan (Sr. Manager – Business Development)

27 years of experience; Dedicated pharmaceutical industry exposure of 17 years. International exposure | Industry expert

Qi Qiong (Director – Business Development, China)

Major in Pharmacy with over 13 years of core marketing experience in Pharmaceutical Industry. Motivation & Association with PDPPL since 2009, an association of 13 years

INDUSTRIES WE CATER



SCOPE OF BUSINESS

Representation | Trading | Indenting

- Industrial Solvents
- Speciality Chemicals
- API's
- Pharma Intermediates
- Herbal Extracts
- Essential Oils
- Agrochemical Intermediates

Contract Manufacturing

Contract Research & Development

Registrations of API'S

GROUP - ESTABLISHMENTS

Paintachem

Established in 1975, by Late Sh. N K Rastogi was meant for retail sale of chemicals

Perfectchem

Established in 1985, by Late Sh. N. K . Rastogi was meant for wholesale of chemicals in bulk lots

Polychem

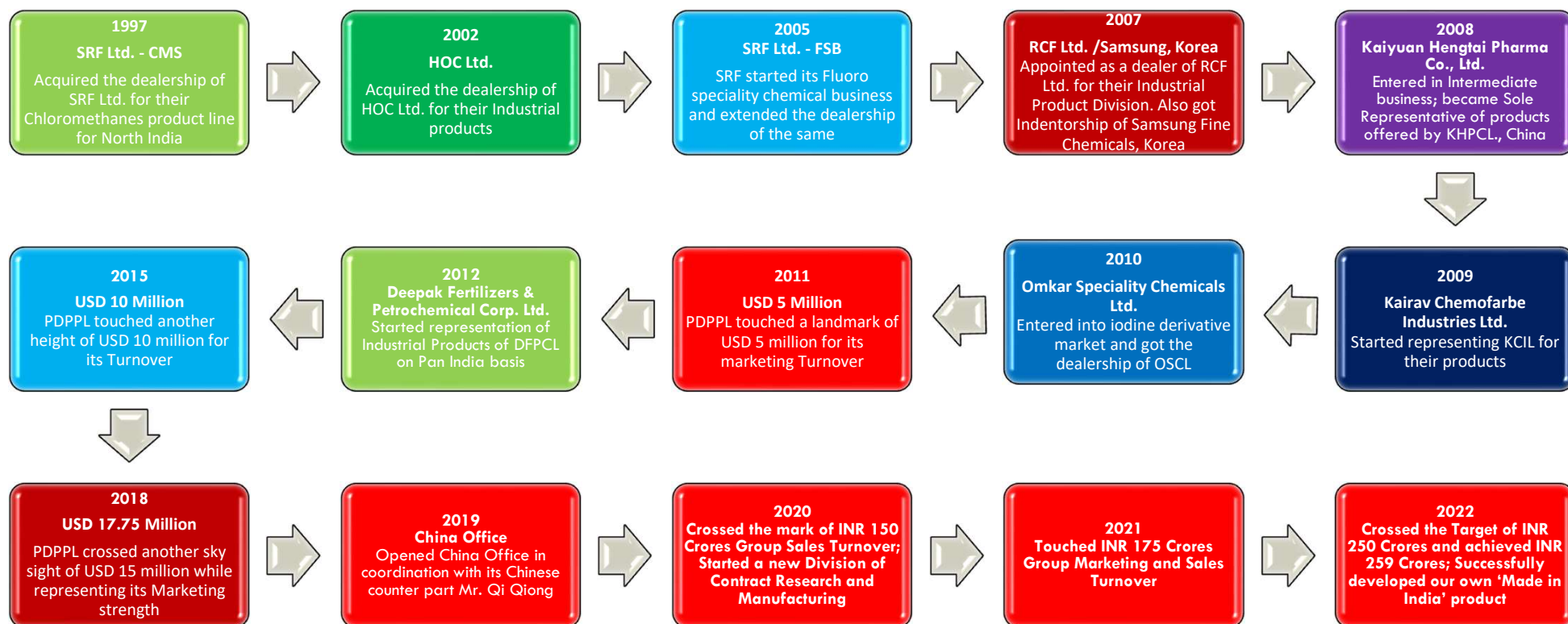
Established in 1997, by Mr. Kapil Rastogi (Second Generation) with an aim to take the existing business to next level and cater the chemicals to big Industries

P. D. Polychem Pvt. Ltd.

Incorporated in 2001 from Polychem to form an independent entity with a vision of management to become a Corporate and catering the needs of Industries



MILESTONES — P. D. POLYCHEM PVT. LTD



PARTNERS IN PROGRESS





PARTNERS IN PROGRESS





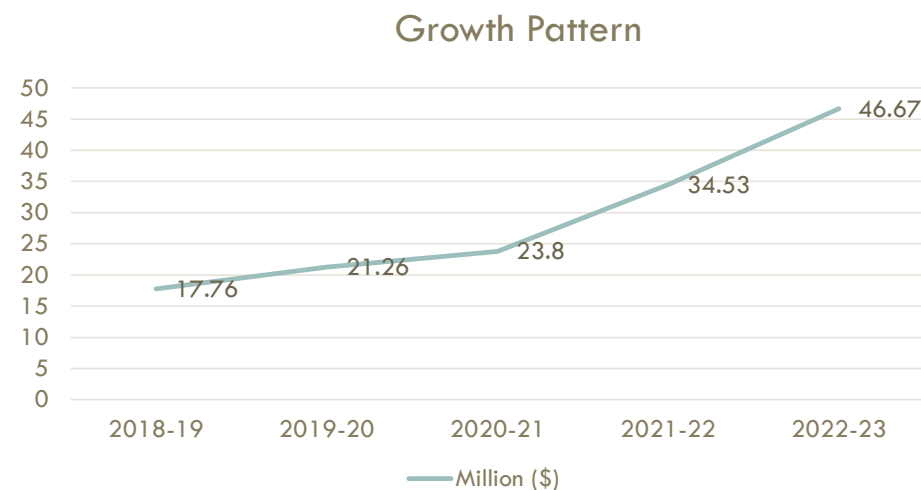
PARTNERS IN PROGRESS



& Many More...

FINANCIAL PERFORMANCE

Group Marketing Turnover/ Financial Year	In Million (USD)	In Crores (INR)
2018-19	17.76	124.00
2019-20	21.26	151.00
2020-21	23.80	175.00
2021-22	34.53	259.00
2022-23 (Target)	46.67	350.00



WHAT MAKES US SPECIAL



More Than 45 Years Of Market Presence;

A Strong Background Of A Technocrat Entrepreneur ;

Backed With The Expertise Of A Professionally Managed & Dedicated Team;

Committed & Motivated Team To Offer The Customers, High-performance Material Solutions Through Innovative Technologies And Responsiveness;

Underlying Commitment To Provide Prompt, Ethical Service Coupled With Integrity, Competence, Dedication And Reliability;

Ever Ready Team To Take On New Challenges;

Provide Value Added Services To The Clientele;

An Envious Position In The Industry;

Achieving Instinct For The Aimed Target.

CORE STRENGTH

Cross-functional Organization; Visionary & Active Facilitators; Highly Experienced Professional Management Team

Entrepreneurial Culture; Strong Financial Acumen; Clear & Transparent Accountability

Dedicated To Every Aspect Pertinent To Sales; Excellence In Networking And Execution

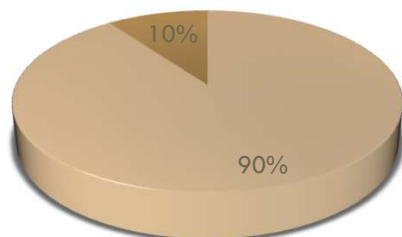
Knowledge Of Market Trends; Creating Unmatched Value By Understanding Customers' Requirement; Close Customer Contact; Adaptation To Respective Customer Needs

Creating Solutions Through Active Listening And Collaborative Account Planning; Helping In Solving Complex Supply Chain Problems

MARKETING PERFORMANCE

A SUCCESS STORY (ONE OF MANY)

**Ticagrelor Intermediates
Market Share**



■ Kaiyuan Hengtai Pharma Co., Ltd. ■ Competitors

In 2009, Kaiyuan Hengtai Pharma Co., Ltd. was planning to launch Ticagrelor project in India market; a market new to all of us.

They were looking for an extended arm, an identity which could be face of Hengtai in India; a representative who could promote their product; who could understand the need of the manufacturer, its goals and its principals.

Kaiyuan Hengtai trusted P. D. Polychem Pvt. Ltd. to be their exclusive agent in India.

Say it “a team” or “a family”, Hengtai & PDPPL worked together hand-in-hand with a common goal to capture India market.

Both the companies shared common interest, vision & goal.

With passage of time both the companies grew exponentially and became market leaders for Ticagrelor.

Conclusion:

Ticagrelor Market Share from India was achieved for over 90% for all the intermediates

ASPIRATION

A
*Morally & Ethically Motivated
\$ 1.5 Billion
Global Marketing Company*



SUCCESS STATEMENT

"We Honour,

What we commit

We commit,

What we can Honour".