

SOUTH CHINA SEA ROW US ready to arm Philippines

Says incidents may undermine peace

AFP, Washington

The United States said Thursday it was ready to provide hardware to modernise the military of the Philippines, which vowed to "stand up to any aggressive action" amid rising tension at sea with China.

Foreign Secretary Albert del Rosario, on a visit to Washington, said the Philippines hoped to lease equipment to upgrade its aged fleet and called for the allies to revamp their relationship in light of the friction with China.

"We are determined and committed to supporting the defence of the Philippines," Secretary of State Hillary Clinton told a joint news conference when asked about the hardware wish-list from the Philippines.

Hillary said the two nations were working "to determine what are the additional assets that the Philippines needs and how we can best provide those."

Tensions in the strategic and resource-

Contested claims in the South China Sea



Source: US State Dept/MapInfo/Google/Reuters/Herald/Asia/YouTube/AGP

rich South China Sea have escalated in recent weeks, with the Philippines and Vietnam alarmed at what they say are increasingly aggressive actions by Beijing in the disputed waters.

"We are concerned that recent incidents in the South China Sea could undermine peace and stability," Clinton told reporters, urging "all sides to exercise self-restraint."

Del Rosario, with Clinton at his side, said: "While we are a small country, we are prepared to do what is necessary to stand up to any aggressive action in our backyard."

The United States signed a defence treaty with the Philippines in 1951, five years after the archipelago's independence from US colonial rule. Del Rosario said he believed the treaty -- which calls for mutual defence in the event of an attack in "the Pacific area" -- covers the South China Sea.

China has said that it will not resort to the use of force in the South China Sea but has also warned the United States to stay out of territorial spats.

"I believe some countries now are playing with fire. And I hope the US won't be burned by this fire," China's vice foreign minister Cui Tiankai said.

Cui will meet Saturday in Hawaii with Kurt Campbell, a US assistant secretary of state, for a first dialogue between the two nations to focus specifically on Asia-Pacific affairs.

CROSS BORDER UNREST Kabul warns Pakistan over attacks

AFP, Kabul

The Afghan government yesterday called for an end to cross-border attacks from Pakistan, warning that such incidents could affect "improving trust and cooperation" between the two wary allies.

The ministry said that Pakistani shelling killed four children late Thursday in the province of Kunar, the latest in a series of incidents.

"The continuation of such incidents could adversely affect the spirit of improving trust and cooperation."

The relations between the two countries have long been strained over the presence of Islamist militants fighting against both governments.

AFGHANISTAN TROOPS PULLOUT Obama overruled military advice

AFP, Washington

US President Barack Obama ignored military advice for a more modest drawdown from Afghanistan, his commanders said Thursday, suggesting his decision carried risks for the war effort.

Both General David Petraeus and Admiral Mike Mullen, the chairman of the Joint Chiefs of Staff, said Obama's plan to withdraw 33,000 surge troops by the end of next summer was more "aggressive" than they had recommended.

Asked by Senator Carl Levin if he was prepared to resign over the war policy, Petraeus said: "I don't think it's the place for the commander to consider that kind of step unless you are in a very, very dire situation."

Petraeus, who indicated that he had received emails suggesting he should quit in protest, said: "This is an important decision, it is again a more aggressive approach than the chairman (Admiral Mullen), (Central Command chief General James) Mattis and I would have, indeed certainly, put forward."

"But this is not something where one hangs up the uniform in protest or something like that."

His testimony in Congress provided more ammunition to Obama's critics on the right who accuse the president of endorsing a withdrawal plan for purely political motives ahead of presidential elections in 2012.

India to press ahead on nuke power

AFP, Washington

India's commerce minister called Thursday for more cooperation with the United States on nuclear energy and brushed aside talk of scrapping ambitious plans in the wake of Japan's Fukushima crisis.

On a visit to Washington, Commerce Minister Anand Sharma said he has faced questions on whether India should rethink its nuclear energy policy and responded flatly: "My answer was no."

India's fast-growing economy is heavily dependent on highly pollutant coal and imports of crude oil. Less than three percent of India's electricity comes from nuclear power but it hopes to raise the figure to 25 percent by 2050.

Phone points to Laden's Pakistani military links: NY Times

AFP, Washington

A cellphone used by Osama bin Laden's courier appears to show that he was aided by Pakistani militants linked to the country's powerful intelligence agency, The New York Times said yesterday.

Citing US officials briefed on an investigation into the phone, the Times said calls from the device were traced to Harakat-ul-Mujahideen, a militant group linked to Pakistan's Inter-Services Intelligence (ISI) agency.

It cited US officials as saying the cellphone showed that the group's commanders had called Pakistani



intelligence officials. The newspaper cited one US official who said the two parties had met.

"It's a serious lead," one US official told the Times. "It's an avenue

we're investigating."

The phone was seized during a daring US commando raid in Pakistan early last month in which the al-Qaeda chief and his courier were killed.

However, a Pakistani intelligence official told AFP that the ISI did not have the phone records and joked that "anybody can have contacts on his phone."

Relations between Pakistan and the United States, tense at the best of times, deteriorated sharply over the bin Laden raid, which humiliated the Pakistani military and invited allegations of incompetence and complicity.

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- Pricing Manager**

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Reporting: Head of Strategic Marketing
Department: Marketing

Job Detail: The incumbent will be responsible for:

 - Ensuring country pricing and contract management activities at High Performance Organization (HPO) minimum standards, ensuring alignment to Global and Regional HPO pricing and business strategies.
 - Holding responsibility for all documentation, communication and implementation of pricing strategy, policy and authority matrix understanding the regional and country full cost recovery strategy, targets, price adjustment routines.
 - Instigating short term quick starts/cash efficiency & long term pricing focused change management projects.
 - Reviewing and updating the general terms and contract templates in line with HPO standards.
 - Developing tools for competence development and add value in selling with sales teams and product managers to develop country standardised pricing training with regional and global HPO teams.
 - Manages pricing related competitor intelligence activity to ensure personal adaptation of an active, early and appropriate role in pricing and cost recovery activities to generate maximum benefit for the Organization.
 - Proactively identifies pricing interventions and delivering savings to add value to the customer / product portfolios and reporting benefits achieved by the team in subsequent pricing and contract management actions.

Education:
An MBA majoring in Finance
Exposure in production Planning
Working experience in SAP environment is preferable.
- Product Manager - Welding & PGBP-Bulk**

Purpose of the Position: The position will have core responsibility for owning, challenging and driving production related activities within the BOC Bangladesh Limited. Act as a key person for the day-to-day management and delivery of purchasing, manufacturing and stock control activities. Act as a leader in implementing the best practices across the region along with the investment case development as well as commercialization process. Also act as an advisor to the Managing Director with respect to maintain the smooth production flow through the mid term and long term industry through the long term capacity planning tool.

Reporting: Head of Strategic Marketing
Department: Marketing

Job Detail: The incumbent will be responsible for:

 - Developing product/geographical strategies & PSO align with regional & global HPO framework
 - Ensuring product availability for manufactured & imported products working closely with Procurement, Operations, Sales & Region while driving growth & profitability of portfolio.
 - Working with pricing manager to drive pricing initiatives & cost recoveries.
 - Leading channel strategy, development & management
 - Leading new products introductions &/or new applications.
 - Leading product awareness - Product training (for internal & external customers)
 - Gaining insights to customer & market segments & implications of strategy
 - Supporting investment case development & lead commercialization process.
 - Leading Implementation of Best Commercial Practices & RBU strategic marketing initiatives
 - Maintaining & balancing yearly, mid & long term industry PvDs through long term capacity planning tools.
- Sales Manager**

Purpose of the Position: Steer and control the territories under the region to ensure that the region operates professionally and effectively. Meets respective annual sales plan and controls expenses within plan with a positive contribution towards Company's profitability. Plans growth conforming safety, health, environment and quality standards. Successfully implement the business strategy in the Area. Work closely with the in country officers in various locations within the country, external organisations including industry and legislative bodies & maintain collaboration with other functions.

Reporting: National Sales Manager
Department: Sales

Job Detail: The incumbent will be responsible for:

 - Translating the business strategy into local strategy and action plans through planning, monitoring and guiding sales & service activities of the territory
 - Collecting complete and update business data to make short, mid and long term business forecast and maintain market leadership by monitoring competitor activities and develop suitable strategy for the area to contain, restrict and penetrate competition.
 - Searching for prospects to ensure planned growth expectation and promotes new products/application in the market.
 - Providing Technical support, product support and administration support to all the reporting staffs.
 - Monitoring credit collection to ensure debtors as per plan of the territory.
 - Assisting the National Sales Manager in planning Revenue expenses and provides inputs for mid/long term planning.
 - Visiting customers, Resellers, Retail & Sales centers on regular basis & handles customer complaint, appointment of resellers/agents to ensure product proximity to customers.
 - Involving in cross-functional activities & handle legal activities of the Area
 - Evaluating staff performance, disciplinary matters, training needs & career development through open door policy & provide them with guidance, recommendation, counselling and follow up evaluation.
 - Keeping good and effective liaison with Government authorities and other financial bodies
- CSC Manager**

Purpose of the Position: To unlock the significant value through the seamless integration of people, safety, technology and Best Practice processes across the organization. To create a results-oriented culture that strives to continually improve business critical KPI's (customer service, cost to serve, revenue generation etc.). Establish a consolidated CSC that supports all customer segments ensuring clear competitive differential established in delivery of customer service to become the

- customer service champion. Ensure customer / market intelligence is captured and acted upon. Collaboration with The Linde Group team globally and other functions.

Reporting: General Manager, Plan, Source & Deliver
Department: Plan, Source & Deliver

Job Detail: The incumbent will be responsible for:

 - Establishing a strong commitment to safety in the entire CSC and create a safe environment.
 - Delivering the overall CSC financial and non-financial targets and contributes to revenue growth (e.g., productivity, accounts receivable, customer satisfaction).
 - Creates motivated, knowledgeable & skilled staff in order to develop an effective & efficient CSC team.
 - Provides leadership and direction to managers responsible for centralized order taking, billing, sales support and inside sales.
 - Networking closely with all the business to ensure the full capability of the CSC is understood and utilized.
 - Establishing a team to fully support financial targets and achievement of working capital objectives.
 - Delivering of stretching KPI targets e.g. DSO reduction, Aged debt, etc.
 - Seeking to develop a GIRET (Get It Right the First Time) philosophy in getting the basics right, right process documented and comprehended.
 - Monitoring process performance and supports effective control/ accountability of business activities.
 - Effective performance management and continuous improvement in CSC operations and capability towards BOC best practice benchmark levels and beyond.
 - Setting stretching performance objectives based on top-down targets for CSC, understanding of the challenges and opportunities and their impact on key performance levels, and challenge by colleagues.
 - Focusing in identifying and exploiting opportunities to create additional sales or improve customer satisfaction.

Education:
An Engineering Degree is required (An MBA with engineering degree would be an added advantage)
Exposure in production oriented organization is required.
Working experience in SAP environment is preferable.
- Lead Buyer**

Purpose of the Position: The Lead Buyer is the first point of contact for the relevant suppliers and performs all purchasing tasks from issuing inquiries to negotiating and preparing purchase orders, including purchase order closeout with the vendors for the supply market dedicated to the respective department/ function. Ensure quality and timely schedule at a competitive price as per the requirement.

Reporting: Procurement Manager
Department: Plan, Source & Deliver

The incumbent will be responsible for:

 - Issuing inquiries to selected bidders as per project procurement strategy & coordinate all queries for the suppliers
 - Organizing the commercial and technical bid clarifications.
 - Evaluating and negotiating the quotations of bidders & analysis to issue recommendation to Procurement Manager
 - Final price negotiation in close cooperation with the Project Procurement Manager and GM Operation.
 - Preparing purchase order to selected supplier & expedite receipt of order confirmation.
 - Administering and maintaining database to ensure all required data are available, correct, and up to date.
 - Initiating supplier rating process.
 - Issuing and negotiating claims due to nonconformities with suppliers.
 - Preparing closure of the purchase order (e.g. penalty).
 - Informing the responsible team about the outcome of the bidding process, e.g. successful bidder, reasons for non-consideration of others, etc.
 - Controlling and supervise all procurement activities in a project/for a product line.
 - Providing Project Management with a regular procurement report showing the status of the projects.
 - Performing periodic material coverage analysis & review supplier's final invoices and release for payment.
 - Providing input to penalty workflow.
 - Providing input to supplier rating from projects' point of view.

Education:
Bachelor's degree in business, engineering or engineering management.
- Executive Secretary**

Reporting: Managing Director and Country Head

Technical Knowledge:
Excellent oral and written communication skills, collaborative approach to problem solving, strong sense of urgency required, positive and proactive attitude towards work, ability to work under stressful situation cheerfully, understanding of the office management systems, travel services and procedures, strong influencing and negotiation skills and ability to influence executives in a multi-cultural environment.

Job Detail: The incumbent will be responsible for:

 - Administering and coordinating day to day operation of the office of Managing Director.
 - Arranging support services for all senior management including MD.
 - Compiling monthly and weekly Sales Figures.
 - Checking & processing bills/vouchers.
 - Organizing and coordinating travel service management including visa documentation & processing, airlines, hotel accommodation etc.
 - Organizing Board Meeting as per the board requirement, screens all calls and correspondence, monitors all appointments/meetings for MD & liaises with all concerned as required.
 - Liaising, coordinating and maintaining public relations with various Govt. agencies, Trade Associations, other multinational and local companies, also liaise and coordinate with MD's direct reports as well as with Group officials.
 - Receiving, sorting and dispatching daily mail, draft correspondence, manage agendas and prepare materials for meetings.
 - Undertaking filing, record keeping, documentation and office management.
 - Prioritizing and managing multiple tasks simultaneously, and follow through on issues in a timely manner.

Education:
Minimum a university graduate.
Knowledge and experience of MS Office and e-communication.

Experience for all positions:
At least 5-10 years of relevant experience in a national/multinational organization in a similar position.