



Global Supplier to Global Brands

Galaxy Surfactants Ltd.

1st August 2018

National Stock Exchange of India Ltd., Listing Compliance Department Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 Scrip Symbol: GALAXYSURF	BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 540935
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Dear Sir/ Madam,

Sub: Reappointment Mr. Amit Ramakrishnan as Technical Sales Executive and Systems Process Analyst in TRI-K Industries Inc. USA for three years with effect from 1st February 2019

We refer to the above subject which has been included as Agenda Item no. 8 of Notice of 32nd Annual General Meeting dated 29th May 2018. In this regard following additional information is given here below:

a) Age of Mr. Amit Ramakrishnan

Born on 5th February, 1985, Mr Amit Ramakrishnan is 33 years of age.

b) Educational Qualification of Mr. Amit Ramakrishnan:

Mr. Amit Ramakrishnan is a B. Tech in Industrial Biotechnology from Anna University, Chennai and has acquired Masters' Degree in Science, Material Science and Engineering from University of Texas, Austin, USA.

Mr. Amit Ramakrishnan's undergraduate education in Biotechnology focused on:

- Molecular Biology;
- Metabolic Pathways to Bioprocessing Engineering focusing on Fermentation Technology; and
- Protein and Enzyme Manufacturing.

During his graduate studies in Materials Science and Engineering, Mr. Amit Ramakrishnan focused his studies on nano-scale biological membranes and colloidal chemistry. He created novel cellulose membranes with the assistance of suitably biocompatible surfactants. This work provided him with a firm understanding of the functionality of different types of surfactants in relation to organisms including compatibility with humans.

c) Experience of Mr. Amit Ramakrishnan:

Mr. Amit Ramakrishnan has a working experience around 9 years with TRI-K starting with his appointment as Trainee in the year 2009, the details of which are given below.

#	Designation	Period	Date of Approval
1	Trainee	1 st August 2009 to 31 st January 2010	12 th September 2009 (Board)
2	Research & Development Co-ordinator & Application Marketing Specialist – Proteins	1 st February 2010 to 31 st January 2013	24 th October 2009 (EGM)



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#	Designation	Period	Date of Approval
3	Associate – Business Creation	1 st February 2013 to 31 st January 2016	22 nd January 2013 (EGM)
4	Technical Sales Executive & Systems Process Analyst	1 st February 2016 to 31 st January 2019	28 th September 2015 (AGM)

The current reappointment proposed is for a period of 3 years from 1st February 2019 to 31st January 2022 as Technical Sales Executive & Systems Process Analyst.

d) Roles & Responsibilities:

His roles and responsibilities inter alia include the following:

- a) Managing product lines to achieve growth and margin targets, including implementation of pricing models, portfolio management and customer projects.
- b) Coordinating with the marketing manager for product introduction launches and promotional activities, and providing input on global marketing needs.
- c) Developing account relationship, recommending new product and technology and obtaining feedback on products.
- d) Developing and implementing telesales and external strategies to supplement the sales and marketing activities and evaluation of the effectiveness of marketing expenditures in product promotion.
- e) Acting as consultant to various process for implementation of CRM along with CRM – ERP integration and documentation of all sales activity in CRM along with imparting of necessary training to the users.
- f) Conducting gap analysis within various departments to determine the need to develop new processes and address repetitively recurring issues.
- g) Supporting the organisations business goals and processes through integrated systems and software implementation and project oriented solutions.

e) Benchmarking of Remuneration:

The benchmarking of remuneration has been done against the US MBD Mercer benchmark database conducted in 2017 and has been aligned with the level of education, experience, job responsibilities, geographic area and wages paid for similar positions in similar / same industry.

Thanking you,
For Galaxy Surfactants Limited


Niranjn Ketkar
Company Secretary

