

# ALUMNUS OF THE MONTH – Sep 2015

MR. CAVIN REMI, 2005-07 BATCH

---



The Alumnus of the month is Mr. Cavin Remi, Deputy Manager (Retail sales), Indian Oil Corporation Ltd. He is posted in Nellore district, Andhra Pradesh. He is the district head handling around ninety retail outlets with daily turnover of around two crore rupees.

*"I was placed in marketing division in the year 2007 and had an opportunity to handle operations department in Madurai terminal to understand the basics of petroleum products, supplies and distribution integrated with SAP channel."*

In the year 2010, he was designated as retail sales officer in charge of Pudukkottai district in Tamil Nadu and had experience in commissioning of twenty new retail outlets in the year 2013-2014, the highest in state with a capital budget of around thirty crore rupees.

Mr. Cavin feels that the Indian Oil as an organization develops their employees as a generalist than specialist till middle level management. It is because they deal with marketing of various products like Petrol, diesel, LPG, lubricants and many more. Asking about his climbing in the ladder of success, he said, "The oil and gas marketing requires various skill sets apart from business development and analysis. The communication and networking skills are more important as we have to deal with district and state government authorities, regulatory board for the commissioning of new retail outlets and competing with other oil marketing companies which is challengeable. The art of convincing and winning people is not an instant learning, it has to be groomed and thanks LIBA for making it in me..."

Mr. Cavin believes that one should be a leader, team builder, and believer in his/her own strength so as to become a successful Manager. He also added that one should stop procrastinating while exercising such qualities. He affirms that positive thinking influences greatly in such process.

Mr. Cavin is the husband of Anitha Nancy (MBA-HR) and has two sons the elder Chris Jebin - five years old and the younger Christon Josh - three years old. He credited his dad as the pillar of strength in his life. His dad had motivated him to study at LIBA and Mr. Cavin is very grateful to him for making it happen. He said that his mother and her prayers are the sole reasons for what he has become today. Mr. Cavin feels that his brother is his everlasting companion.

Mr. Cavin advises the current batches of LIBAites, "Learn from mistakes and it's not a mistake it's an opportunity to grow. Fear steals your joy and enthusiasm; focus on faith let God deal your fear."

