



PUNJAB LOGISTICS INFRASTRUCTURE LIMITED

A Joint Venture of Container Corporation of India Ltd. (CONCOR) and Punjab State Container and Warehousing Corporation Ltd. (CONWARE)
S.C.O. 74-75, Sector 17-B, Chandigarh-160017

WALK-IN-INTERVIEW

Punjab Logistics Infrastructure Limited (PLIL), a Joint Venture Company of Container Corporation of India Limited (CONCOR - a Navratna Public Sector Undertaking under Ministry of Railways, Govt. of India) and Punjab State Container and Warehousing Corporation Limited (CONWARE – wholly owned State Govt. Company) registered under the Companies Act, has set up a Multi-Modal Logistics Park in District Ludhiana (Punjab). The company intends to hire self-driven, multi-tasked key personnel for the post of Marketing & Sales Manager on a contract basis initially for a period of 01 year extendable for further period, for which Walk-in-Interview shall be conducted on 28/06/2024 from 09:00 AM onwards till cut of time 13.00 PM at 9th Floor, Board Room, Park Plaza, Ludhiana -141002

Advt. No. PLIL/HR/vacancy/MSM/2024 Dated 06/06/2024

Position	Marketing & Sales Manager (MSM)
Role & Responsibility	<p>The primary responsibility of the Marketing & Sales Manager will be accountable to develop, implement, and execute a go-to-market strategy for the fast-changing ICD landscape. Achieve the sales targets set as a part of the ICD & domestic vertical, execution should be consistent with new business initiatives and objectives specified by the management to be best in class.</p> <p>Key role and responsibilities:</p> <ol style="list-style-type: none"> To achieve EXIM/Domestic/bulk sales strategies & personal relationships with key resources and touch points across assigned client base to facilitate and ensure client satisfaction, business retention, and future opportunity developments Analyze competitors & develop a sales approach accordingly. Aligns with the mission and vision of the ICD sales strategies and develops value-based selling as a sales culture Continuously work on developing new sales strategies to target clients (Shipping lines, Forwarders, CHA & Consignee, domestic & bulk customer) as per the targets set Weekly and monthly review targets and business forecasts taking into account any material change in the client's business pattern and/or circumstances likely to impact volume expectation Monitor variance of actual v/s targeted volume weekly, along with the team members Participates in the assessment of external and internal sales capabilities required to achieve desired competitive positioning in the market for CFS sales as well as cross-selling opportunities Periodically attend and participate at key seminars and conferences as a means for business development, lead generation and to increase understanding and knowledge of market and sector dynamics and to raise personal profile within the industry Generate business for domestic as well as for bulk segments. In conjunction with CEO PLIL, set monthly, quarterly, and annual volume targets based on individual client's total volume and the market share required by the ICD. Performance shall be reviewed in each Qtr. Any other work assigned by CEO/PLIL.
Educational Qualification	The candidate must be a graduate & preferably having a Master's in Business Administration from a recognized university with an experience of minimum 2 years in CFS/ICD/Shipping Line/Forwarding.
Experience and Job specific skills	Minimum experience of 2 years in CFS/ICD/Shipping Line/Forwarding and having proven track record in Ludhiana market.

CTC offered	Consolidated fees for the post of Marketing & Sales Manager in PLIL would be Rs. 6,00,000/- to Rs. 9,00,000/- per annum depending on the caliber of candidate. plus, a performance incentive of Rs.15,000/- per quarter which will be given on satisfactory performance that will be reviewed by the board on the recommendation of CEO/PLIL. The committee shall be empaneled to decide on the pay. Other benefits include Medical Reimbursement up to 1 Month fee per annum (condition applied), 12 days CL p.a. & 12 half-day sick leaves p.a..
Reporting to	Chief Executive Officer/PLIL

Nature of Engagement	Contractual Engagement for a period of 1 year, extendable for a further period.
Selection process	WALK-IN Interview
Location of posting & Notice Period	MMLP/PLIL-V.P.O. Ghungrana, Ahmedgarh LUDHIANA PUNJAB. Period of 02 months from the date of acceptance of resignation.
AGE	Not more than 45 as on 06.06.2024

SELECTION PROCESS

1. Candidates are requested to fill the prescribed Application Form (available at <http://www.plil.co.in>) complete in all respects. The dully filled up Application Form has to be submitted at Registration Desk at the venue of the Interview for the initial screening. After screening of Application and verification of documents, candidates will be shortlisted for appearing in the Interview.
2. Based on the credentials and performance in the interview, the candidates will be empaneled and the offer of Appointment will be issued to the suitable candidate in the order of merit.
3. Candidates are required to enclose self-attested copies of all supporting documents viz. date of birth, marks sheet & degree certificate of educational/Technical qualifications, experience certificate, caste certificate, disability certificate, proof of Ex-Servicemen etc. as applicable, along with application form and produce the original documents for verification.
4. PLIL may adopt higher criteria in case of receipt of a greater number of applications meeting the eligibility criteria.
5. If required, the interview may be rolled over to the next day and in such a case, the candidate has to make his/her own arrangement for stay. No compensation will be payable in this regard.

GENERAL INSTRUCTIONS

1. The appointment is purely on Fixed Tenure Basis and it is not against any permanent vacancy. This placement will not entitle any candidate to claim for regular/permanent employment in Punjab Logistics Infrastructure Limited or CONCOR/CONWARE.
2. Only Indian Nationals are eligible to apply.
3. The incumbent is liable to be transferred/posted in any office of Punjab Logistics Infrastructure Limited (PLIL) at the discretion of PLIL the selected candidate should be able to join at the earliest.
4. Candidates working in Govt. organization/PSUs are required to produce No Objection Certificate (NOC) from their present employer at the time of Interview. The candidate will bring proper relieving letter from their present employer in the event of selection in PLIL at the time of joining.
5. Mere fulfilling of eligibility criteria shall not confer any right on the applicant for being called for the interview/ appointment. Canvassing in any form will disqualify the candidate.
6. PLIL reserves the right to cancel/amend the advertisement and/or the selection process at any point of time without any notice.
7. Please note that no TA/DA shall be paid to any candidate for appearing in the selection.
8. No correspondence will be entertained for non-calling of candidate for interview or for non-selection.
9. Candidates should ensure that they fulfill the eligibility criteria prescribed for the post they have applied for. In case, it is found at any stage of selection process or even after appointment that the candidate has furnished false or incorrect information or suppressed any relevant information/material facts or does not fulfill the criteria, his / her candidature / services are liable for rejection / termination without any notice.
10. Corrigendum/clarifications on this advertisement, if any, shall be published on the PLIL's website www.plil.co.in. Candidates are required to visit our website regularly.
11. All disputes/cases related to this recruitment process are subject to jurisdiction of Courts at Chandigarh only.
12. PLIL reserves the right to relax age/experience/qualification & other eligibility criteria in case of deserving candidates.
13. Age is relaxable in case of Ex-servicemen/Person with disability (PwD) candidates as per Govt.

of India rules.

14. Appointment to the post is subject to the candidate being medically fit as per Rules and standards of Company. Appointment of selected candidates may also be subject to reference checks/police verification.
15. For any queries regarding this recruitment, please send E-mail to plil.punjab@gmail.com or contact +91-7009968205 on all working days from 10 AM to 06 PM (Monday-Saturday).
16. The cut off time for close of interview will be 13.00 Hrs
17. Candidates can download the Application Form from PLL's website www.plil.co.in.

15. **Last/ Present Annual Cost to Company (CTC)** : _____
And, Last/ Present Pay Scale (if working in Govt./ Public Sector) : _____
Type of Scale (CDA/IDA) : _____

16. **List of Enclosed Copies of Certificates / Testimonials:**

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|-------|--------|
| (i) | (vi) |
| (ii) | (vii) |
| (iii) | (viii) |
| (iv) | (ix) |
| (v) | (x) |
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DECLARATION: I hereby declare that all statements made in this application are true, complete and correct to the best my knowledge and belief. I understand that in the event of any information being found false or incorrect at any stage or not satisfying the eligibility criteria according to the advertisement, my candidature / appointment is liable to be cancelled / terminated at any time without any notice. I hereby agree that any legal proceeding in respect of matters or claims or disputes arising out of this application and / or out of said advertisement can be instituted by me in Courts under jurisdiction of Chandigarh.

Place:

Date:

Signature of the Candidate
