

**National Co-operative Consumers' Federation of India Ltd.
Deepali(5th Floor), 92, Nehru Place, New Delhi-110019**

NCCF/HO/P&A/16-17

Dated 28.06.2016

Sub: Filling up the post of Consultant(Business Development)

National Co-operative Consumers' Federation of India Ltd. (NCCF), an apex body of consumer cooperative societies in the country registered under the Multi-state Co-operative societies Act, was established on 16th October, 1965 with the prime objective to assist, aid and counsel its member institutions as per principles of cooperation and to facilitate their working including providing supply support to consumer cooperatives and other agencies for distribution of consumer goods at reasonable and affordable rates. NCCF operates from its Head Office at New Delhi and branches located in the state capitals and other important cities of India.

NCCF invites applications for filling up the post of one Consultant(Business Development) on contract basis for a period of one year which may be extended for another year with the approval of the competent authority. The terms and conditions of appointment are given below:-

Qualification:-

Consultant(Business Development) must hold a Master's degree in Business Administration(MBA) with specialization in Marketing or Post Graduate Diploma in Marketing and Sales Management or Post Graduate Diploma in Foreign Trade from a reputed Management Institute/IIFT or recognized university.

Experience:-

Minimum 8-10 years of work experience in Cooperative Marketing, managing complex client relationships, able to develop a deep understanding of the client's needs and objectives, build trust at many levels of a large client organization, strong sales and negotiations skills, excellent interpersonal and communication skills, project and business finance, market analysis, developing sales and marketing strategies and personnel management skills, project management experience and knowledge of Govt. flagship programmes with potential role of cooperative.

Roles & Responsibilities:-

Consultant(Business Development) roles and responsibilities shall include:-

- Market Research, finding out potential business deals and prospective buyers, discovering and exploring opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, potential and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potential; estimating partners' needs and goals.

- Identifies trend setter ideas by researching industry and related events, publications and announcements; tracking individual contributors and their accomplishments.
- Client Relationship Management.
- Establishing retail chain for marketing of grocery and other items of daily need and also for marketing of generic medicines.
- Any other work assigned by the Managing Director

A flexible attitude to working pattern is also helpful as travel and some periods of working away from home may often be required.

Period of Engagement:-

The appointment will be initially for one year and it may be extendable for another year with the approval of competent authority. The appointment of Consultant is of a temporary (Non-official) nature. The engagement of Consultant will not confer any right on the part of individual for permanent appointment to the post. The engagement of the Consultant will be purely on contract basis. The appointment can be cancelled at any time by the NCCF without assigning any reason.

Age Limit:-

The age as on the date of the appointment should be below 40 years.

Remuneration:-

The consolidated fee of a consultant is negotiable. A retired govt. official appointed as consultant shall continue to draw pension and the dearness relief on pension during the period of his engagement as consultant. His/her engagement as consultant shall not be considered as a case of re-employment.

Allowance:-

The consultant shall not be entitled to any allowance such as D.A. HRA. Residential telephone, Transport Facility, Medical Reimbursement etc.

Leave:-

Consultant shall be eligible for 8 days leave in a calendar year. The leave will not be carried forward in case the engagement period is extended beyond one year. Also, no payment in lieu of unutilized leaves will be paid by NCCF at the time of expiry of the contract.

TA/DA:-

No TA/DA shall be admissible for joining the assignment or on its completion. TA/DA for their travel inside the country in connection with the official work is permissible as per competent authority.

Desirous candidates may forward their Bio-data giving details of qualification and experience along with copies of certificates in an envelope clearly endorsing "Application for the post of Consultant (Business Development)" within 15 days to the date of the advertisement to National Co-operative Consumers' Federation of India Ltd. (NCCF), 5th Floor(Deepali), 92, Nehru Place, New Delhi-110019.
