

Expression of Interest (EOI)

EOI for empanelment of **Direct Sales Agent (DSA) / Product Specialist (PS)** by National Small Industries Corporation Ltd., (NSIC) for tying up with the Producers and distribution of various Raw Material(s) to MSMEs. For details please go through below link and submit details at following address:-

(by entering the details in:

CPP-Central Public Procurement Portal: eprocure.gov.in)

Date of Advertisement: 12-08-2018

Last date of submission of documents: 31-08-2018

Opening date: 31-08-2018

Address & contact details of Respective Zonal Head:

Address: The Zonal General Manager (NE), Industrial Estate, Bye lane – 3, Bamunimaidan, Guwahati – 781021, Assam.

Email: bogwh@nsic.co.in

Contact details: 0361-2657947/2659951

Website: www.nsic.co.in

EMPANELMENT OF DIRECT SELLING AGENTS (DSAs) FOR SOURCING RAW MATERIAL DISTRIBUTION BUSINESS

THE RAW MATERIAL DISTRIBUTION SCHEME:

The Raw Material Distribution (RMD) scheme of the corporation seeks to facilitate provision of easy and cost-effective industrial raw materials to Micro, Small & Medium Enterprises (MSME) in India. The assistance scheme has the following features:

- a.** It provides raw material to MSME's by aggregating India-wide demand and passing on quantity discount benefits to the customer. To that effect, the corporation has Memorandum of Understanding with most raw material manufacturers. The MSME has to place an order on the corporation along with 100% advance towards the value of the order.
- b.** It also provide RMD to MSMEs on credit finance of 90 days against security of Bank Guarantee from designated/approved banks
- c.** The detail RMD is available on the web-site www.nsic.co.in

The National Small Industries Corporation (NSIC) is interested in empanelling Direct Selling Agents (DSAs) for facilitating Raw Material Distribution. The DSAs will be expected to canvass the RMD and submit RMD applications of the prospective applicants to the corporation. Empanelled DSAs will not be employees of the corporation or relative to any NSIC employee. They will be paid an incentive, as per the corporation's policy, depending upon the volumes for mobilizing RMD business. Empanelment and termination of a DSA will be at sole discretion of the corporation. Empanelment will be reviewed quarterly depending upon the volume of raw materials facilitated.

DSA's should apply in specific format available on NSIC website i.e. www.nsic.co.in

Roles, application, eligibility criteria for Direct Selling Agent (DSA):

1. ENTITIES ELIGIBILITY FOR EMPANELMENT:

1. DSA having market experience as well as handled material as Authorised Agent/Distributor/Dealer/Trader/Supplier will be preferred.
2. Familiar with MSME sector/cluster having experience of managing retail sales/marketing /delivering retail revenues in India.
3. Having minimum experience of direct/indirect domestic commodity sales for 3-years and does not have any disciplinary proceedings/ruling against them.
4. A legal entity in India with applicable valid licenses, approvals and tax compliances.
5. Min. revenues of INR 2 crores per annum in the last three financial years.
6. Minimum work-force comprising of 3 permanent persons.
7. Knowledge of cost and price structure of Raw Materials will be an added advantage
8. Experienced in handling any raw material local / imported with an annual tonnage of at least 200MTs to 500 MTs depending upon the valued of the material. {Applicable supporting documents to be provided by DSA}.

2. ROLE OF DSA

- 2.1 DSAs will scout for new proposals of MSMEs with duly filled RMD application form & basic documents to be submitted to the concerned Branch/Zone for further n.a. as per policy. (copy of RMD application attached).
- 2.2 DSA will co-ordinate in selling the existing raw material products(depending on the availability) to new MSMEs.
- 2.3 To find out the new producers & products and selling of the same to MSMEs as per NSIC policy/guidelines.

3. PAYMENT OF INCENTIVE

INR 65000 per month with minimum commitment of the net sales value of the material lifted along with the incentives. Other option is also available as per the Policy / Guidelines.

4. PERIOD OF ENGAGEMENT

Engagement will be initially for a period of 1-year with a provision to further extend for a period of one year based on the performance review conducted on monthly basis regularly.

Eligibility criteria, contract for Product Specialist (PS):

1. Job Profile of Product Specialist

- a.) To enhance lifting of existing material(s)(subject to availability of the material with existing supplier) among MSMEs.
- b.) To find out new materials/producers/suppliers for distribution of material to MSMEs through NSIC by making arrangement/Tie-up.
- c.) To add new units by calling/visiting/mailing them.

2. Period of Engagement:

Engagement will be initially for a period of six months with a provision to further extend for a period of 1-year based on the performance review conducted on monthly basis regularly with a provision to terminate the services with one month notice period.

3. Eligibility

i) Jr. Level PS:

Having min. experience of 2-years at the min. level of Asst. manager for PSU candidates and min. 5 years of experience for the candidates from the private sector. They should have knowledge of the MSMEs consuming the material as well as related supplier/producer of the same.

ii) Sr. Level PS:

- Experienced/result oriented person with minimum direct/indirect domestic commodity sales experience of 10-years for the candidates from PSU and min. 15 years of experience for the candidates from the private sector.

OR

- Ex-staff of a commodity producing public sector corporation, who has served min. level of Manager & above for a minimum period of 10-years in domestic direct/indirect sales and does not have had any disciplinary proceedings/ruling against them.

(On self-declaration basis)

- Knowledge of cost and price structure/ movements in different commodities (including futures price tracking) will be added advantage.
- Experienced in handling any other raw material both local and imported with an annual tonnage of at least 1000 MTs.

(Supporting documents in r/o all the above to be provided by PS)

4. **Remuneration: Varies from INR 30000 to INR 65000 per month** with two options along with the incentives as per the policy/Guidelines.

Proposed Business target to be filled-up by PS as per following format:

Name					
Area :					
S.No.	Name of the material	Name of the Producer	Month-wise Quantity to be lifted (Metric Ton)	Value of the Material (Rs. In lakhs)	No. of MSMEs targeted to be catered

Product Specialist should submit Resume to ZGM at the following address:

ZGM Address:

The Zonal General Manager (NE), Industrial Estate, Bye lane – 3, Bamunimaidan, Guwahati – 781021, Assam.

APPLICATION FORM FOR EMPANELMENT OF DSA

To,
ZGM,
National Small Industries Corporation Ltd.,

Sir,

Sub: APPLICATION FOR EMPANELEMENT AS DIRECT SELLING AGENT (DSA) WITH NSIC LTD.

I submit herewith my application for the empanelment as Direct Selling Agent (DSA) for NSIC. I have read the terms and conditions relating to the service and undertake that they are acceptable to me.

1.	Full name (in block letters)				
2.	Father's/Husband's name				
3.	Constitution (tick appropriate option)	Individual	Proprietorship	Partnership	Company
4.	Date of birth/incorporation (DD/MM/YYYY)				
5.	Age		Years		Months
6.	Address				
7.	Contact number				
8.	Alternate contact number				
9.	PAN no.				
10.	GST No.				
11.	Present occupation				
12.	No. of years of Experience				
13.	Qualification				
14.	Languages known				
15.	Email ID				
16.	Last three years turnover				
17.	Reference 1. (name and contact \ number)				
18.	Reference 2. (name and contact \ number)				

Proposed Business target to be filled-up by DSA as per following format:

Name					
Area :					
S.No.	Name of the material	Name of the Producer	Month-wise Quantity to be lifted (Metric Ton)	Value of the Material (Rs. In lakhs)	No. of MSMEs targeted to be catered

DSA should submit duly filled form along with supporting documents at the following address latest by 31-08-2018.

Undertaking

I declare that the statements in this application and the documents submitted (as per list given below) are true, complete and correct to the best of my knowledge and belief. I declare, that no criminal proceedings are pending against me. I further declare that I am not related to any existing/past employee of the Corporation. I understand that in the event of any information/document being found untrue/incorrect at any stage my application is liable to be rejected and if already empanelled, the empanelment is liable to be terminated.

Place:

Signature:

Date:

Name: