


**THE NATIONAL SMALL INDUSTRIES CORPORATION LIMITED**
**(A Government of India Enterprise)**

Corporate Identification No. U74140DL1955GOI002481

NSIC, a Mini-Ratna CPSE under the administrative control of Ministry of Micro, Small & Medium Enterprises, Government of India, invites applications for General Manager (E-5) on regular appointment in the IDA scale of Rs.80,000-2,20,000/-.

#	Functional Areas	Qualification	
1.	Business Development/Marketing <i>No. of vacancies – 02</i>	<p>Graduation with Full time MBA or equivalent with specialization in Marketing from a recognized University or Institution.</p> <p>Only the following Degree(s) / Diploma(s) for the purpose of equivalency of MBA will be included:</p> <ul style="list-style-type: none"> <li>• PGDBA (Post Graduate Diploma in Business Administration – 2 years)</li> <li>• PGDBM (Post Graduate Diploma in Business Management – 2 years)</li> <li>• MMS (Masters of Management Studies – 2 years)</li> <li>• MMM (Masters of Marketing Management – 2 years)</li> <li>• PGDMM (Post Graduate Diploma in Marketing Management – 2 years)</li> <li>• MIB (Masters in International Business – 2 years)</li> <li>• PGDM (Post Graduate Diploma in Management – 2 years)</li> <li>• MFT (Masters of Foreign Trade – 2 years)</li> </ul> <p>Only the following specializations will be considered as equivalent to Marketing:</p> <ul style="list-style-type: none"> <li>• Sales &amp; Marketing</li> <li>• Retail Management</li> <li>• Sales Management</li> <li>• International Business</li> </ul>	<p>Total 15 years' experience including 10 years' experience after MBA or equivalent in the areas like:</p> <ol style="list-style-type: none"> <li>a) Financing activities and exposure to latest financial practices of NBFCs will be an added advantage.</li> <li>b) Tender Marketing, Consortia Marketing, handling warehousing / godown activities</li> <li>c) Knowledge of MSMED Act, Procurement Policy, Bulk for raw material,</li> <li>d) Event management,</li> <li>e) Interaction/liaising with Central/State Govt. agencies/PSUs/ Private companies for procurement of Steel, Aluminum/Pig Iron/Coal or any other products.</li> <li>f) Coordination with all internal and external entities and explore to develop new business.</li> <li>g) Business Plans and forecasts.</li> <li>h) Aligning with the strategy of top management and developing business and geographies.</li> <li>i) Networking and developing leads.</li> <li>j) Promoting brand image of the Organization.</li> <li>k) Review and monitoring of MIS.</li> </ol>

		<ul style="list-style-type: none"> <li>• International Marketing</li> <li>• E-Commerce Marketing &amp; Management</li> <li>• Digital Marketing</li> <li>• Event Management</li> <li>• Foreign Trade</li> </ul>	<p>l) Key Account management, making business plans and obtaining approvals from Board, interacting with various trade departments including government bodies within and outside country for exploring various business opportunities.</p> <p>m) Participating in domestic and international trade fairs, interacting with technology providers.</p> <p>n) Interacting &amp; coordinating with various clients for identification of business potential at regional and international arena,</p> <p>o) Organizing business development meets, forecasting business potential and presenting to top management.</p>
2.	Law & Recovery <i>No. of vacancies - 01</i>	Graduation with Full time Degree in Law from a recognized University or Institution	<p>Total 15 years' experience including 10 years' experience after Degree in Law in the areas like:</p> <p>a) Handling legal matters with regard to recovery of loans and service matters</p> <p>b) Drafting of legal and financial agreements, legal petition, replies to petition, re-joinder</p> <p>c) Estate matters etc.</p>
3.	Finance & Accounts <i>No. of vacancies – 02</i>	<p>CA / ICWA(CMA) <b>OR</b> Graduate in Commerce with Full time MBA or equivalent (with specialization in Finance / Banking) from a recognized University or Institution.</p> <p>Only the following degree(s)/Diploma(s) for the purpose of equivalency of MBA will be included:</p> <ul style="list-style-type: none"> <li>• PGDBA (Post Graduate Diploma in Business Administration – 2 years)</li> <li>• PGDBM (Post Graduate Diploma in Business Management – 2 years)</li> <li>• MMS (Masters of Management Studies – 2 years)</li> <li>• PGDM (Post Graduate Diploma in</li> </ul>	<p>Total 15 years' experience including 10 years' experience after CA / ICWA / MBA or equivalent in the areas of :</p> <p>a) Expertise in financial analysis; internal and regulatory reporting &amp; compliances; accounting operations; budgeting; forecasting; business and operations improvement initiatives that lead to long-term improvements in cost savings, profitability and productivity.</p> <p>b) Accounting policies and procedures.</p> <p>c) Cash flow positions, related borrowing needs, and available funds for investment</p> <p>d) Funds and investment management</p> <p>e) Knowledge of Public Issue and External</p>

		<p>Management – 2 years)</p> <ul style="list-style-type: none"> <li>• PGDFM (Post Graduate Diploma in Financial Management – 2 years)</li> <li>• MFM (Masters of Financial Management – 2 years)</li> </ul>	<p>Commercial Borrowings.</p> <p><i>f)</i> Maintain banking relationships</p> <p><i>g)</i> Assist in determining the company's proper capital structure</p> <p><i>h)</i> Finalization of annual accounts, Month end closing of financial statements and liaison with Internal Auditors/ Statutory Auditors and Government Auditors.</p> <p><i>i)</i> Matters related to Taxation &amp; RBI Compliances and other statutory compliances.</p>
4.	<p>Technology (Mechanical)</p> <p><i>No. of vacancies – 01</i></p>	<p>Graduation in Mechanical Engineering from a recognized University or institution.</p>	<p>Total 15 years' experience including 10 years' experience after Engineering Degree in the areas like:</p> <p><i>a)</i> Managing the skill development training center for training in the fields like: Mechanical / Electrical / Electronics / Information Technology.</p> <p><i>b)</i> Knowledge about the guidelines of government towards standardizing the training programs.</p> <p><i>c)</i> Knowledge of NABL/ISO accreditation/certification procedure for testing laboratory.</p> <p><i>d)</i> Capability to interact with Industry Association / Academic Institutions / Government agencies for development of linkages for the operations of training center.</p> <p><i>e)</i> Exposure to market the training courses / testing services to the potential clients.</p>
5.	<p>Technology (Information Technology)</p> <p><i>No. of vacancies - 01</i></p>	<p>Graduation in Computer Science &amp; Engineering / Information Technology Engineering from a recognized University or institution.</p>	<p>Total 15 years' experience including 10 years' experience after Engineering Degree in the areas like:</p> <p><i>a)</i> ERP Development and Customization</p> <p><i>b)</i> Development and maintenance of various online applications using different platforms like Dot Net Technologies with backend SQL Server / Oracle, Network and Client Server Technologies,</p>

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|  |  |  | <ul style="list-style-type: none"><li>c) Server Management</li><li>d) B2B Portal development, Management and Marketing</li><li>e) IP Technology for voice and video.</li></ul> |
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**IMPORTANT: Candidate should have worked in one scale below i.e. (Grade E-4) Rs.70,000-2,00,000/- (3<sup>rd</sup> Pay Commission of IDA) in case of candidates from Govt./PSUs OR in the scale of pay of Level 12 of 7<sup>th</sup> Pay Commission's Pay Matrix Rs. 78,800-2,09,200/- (CDA) for 02 years w.e.f. 23.10.2018. In case where Pay Revision has not been implemented, the same will be equated with Grade E-4 (IDA) or Level 12 (CDA), as the case may be.**

**Candidates from private sector / Others (wherein IDA/CDA pay scales are not applicable) should have been drawing Gross Salary of Rs.90,000/- per month for last 02 years w.e.f. 23.10.2018.**

**Upper Age limit:** 50 years {Age relaxation in upper age limit for SC/ST – 05 years and for OBC(NCL) – 03 years}

**Reservation applicable will be:** Scheduled Castes-01, Scheduled Tribes-01, Other Backward Classes-03, Unreserved-02.