

PHARMACEUTICALS & MEDICAL DEVICES BUREAU OF INDIA (PMBI)



(Set up under the Department of Pharmaceuticals, Govt. of India)
E-1, 8th Floor, Videocon Tower, Jhandewalan Extn., New Delhi - 110055



WALK - IN - INTERVIEWS IN SALES & MARKETING

Advt. No. 05/2023

Pharmaceuticals & Medical Devices Bureau of India (PMBI) is the implementing agency for Pradhan Mantri Bhartiya Janaushadhi Pariyojana of Department of Pharmaceuticals, Ministry of Chemicals & Fertilizers, Government of India. The objective of the scheme is to make available quality generic medicines at affordable prices to all. PMBI is expanding its operations and has urgent requirement in Sales & Marketing department. Walk-in-Interviews for such positions shall be held as follows:

Eligible candidates may appear for Walk-in-Interviews on the above-mentioned date on given venue. For the application form, salary structure and detailed terms & conditions visit at our website: janaushadhi.gov.in.

Name of Posts	Total Posts	Place of Posting	Date and Time of Interviews	Venue (Place/Address) of Walk-in-Interviews
Assistant Manager / Senior Marketing Officer (Sales & Marketing)	09	Uttar Pradesh, Madhya Pradesh, Rajasthan, Odisha, West Bengal, Karnataka	13.10.2023 (FRIDAY) (10:30 AM to 04:30 PM)	Pharmaceuticals & Medical Devices Bureau of India (PMBI), E-1, 8 th Floor, Videocon Tower, Jhandewalan Extn., New Delhi - 110055

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Details of Posts, Eligibility Criteria, Emoluments and Job Description

SALES & MARKETING

01. Assistant Manager (Sales & Marketing)

1	Post Name	Assistant Manager
2	No. of Vacancy	05
3	Department	Sales & Marketing
4	Age (Maximum)	32 Years
5	Qualification	Graduation in any stream (PGDM/MBA (Sales/Marketing) or equivalent from reputed Institutions / Universities will be an added advantage.)
6	Experience	Minimum 04 years' experience in Sales or Marketing in Pharma Sector. Candidates having experience in same profile in Government sector shall be given preference.
7	Consolidated Pay	Rs. 40,000/month
8	Conveyance Allowance	Rs. 6,000/month
9	Telephone Allowance	Rs. 1,000/month
10	Other Facilities	1. Provident Fund Facilities as per norms 2. Group Mediclaim Policy of Rs. 5 Lacs 3. Group Term Life Insurance of Rs. 10 Lacs 4. Group Accidental Insurance of Rs. 10 Lacs
11	Place of Posting	Uttar Pradesh, Madhya Pradesh, Rajasthan, Odisha, West Bengal, Karnataka
12	Job Description	1. To Coordinate and oversee the Sales & Marketing functions for the implementation of the PMBJP scheme. 2. Ensure proper implementation of comprehensive Sales & Marketing plans and communication programs that will enhance the Organization's image and position in the marketplace. 3. Attraction of applications for opening of PMBJKs and ensure screening, selection and evaluation to confirm fulfilment of criteria as prescribed by PMBJP. 4. Develop and implementation of various plans & strategies to ensure optimum sales from each Distributors/ Pradhan Mantri Bhartiya Janaushadhi Kendras (PMBJKs). 5. Monitoring stocks at Distributors/ PMBJKs level with the help of SAP and Head Office staff. 6. Responsible for fixing the collection targets and achievement of the same in timely manner. 7. Organize mass contact programs and activities among the society through social organizations to increase awareness about PMBJP and help Kendras in increasing foot falls to the stores to increase the sales.

		8. Any other responsibilities assigned by Management.
13	Contract period	03 years. Contract shall be renewed on satisfactory performance.

02. Senior Marketing Officer (Sales & Marketing)

1	Posts Name	Senior Marketing Officer
2	No. of Vacancy	04
3	Department	Sales & Marketing
4	Age (Maximum)	30 Years
5	Qualification	Graduation in any stream (PGDM/MBA (Sales/Marketing) or equivalent from reputed Institutions / Universities will be an added advantage.)
6	Experience	Minimum 02 years' experience in Sales or Marketing in Pharma Sector. Candidates having experience in same profile in Government sector shall be given preference.
7	Consolidated Pay	Rs. 30,000/month
8	Conveyance Allowance	Rs. 6,000/month
9	Telephone Allowance	Rs. 1,000/month
10	Other Facilities	1. Provident Fund Facilities as per norms 2. Group Mediclaim Policy of Rs. 05 Lacs 3. Group Term Life Insurance of Rs. 10 Lac 4. Group Accidental Insurance of Rs. 10 Lacs
11	Place of Posting	Uttar Pradesh, Madhya Pradesh, Rajasthan, Odisha, West Bengal, Karnataka
12	Job Description	<ol style="list-style-type: none"> 1. Leading and attracting all towards the noble Mission, Pradhan Mantri Bhartiya Janaushadhi Pariyojana for opening of new PMBJKs and for creating awareness. 2. Responsible to work, correspond, network with individuals, social organizations, NGOs, Govt. and Semi Govt. organizations and other officials to open new PMBJKs and to increase footfall of existing stores. 3. Develop and implementation of various plans & strategies to ensure optimum sales from each Distributors/ Pradhan Mantri Bhartiya Janaushadhi Kendras (PMBJKs). 4. Monitoring stocks at Distributors/ PMBJKs level with the help of SAP and Head Office staff. 5. Ensure regular orders from Distributors/ PMBJKs sent for the supply to CWH and ensure regular follow up with CWH for timely supply. 6. Organize mass contact programs and activities among the society to increase awareness about PMBJP and help increasing foot falls to the stores to increase the sales. 7. Ensure all possible support to the Pradhan Mantri Bhartiya Janaushadhi Kendras. 8. To co-ordinate with Media department to build the image of PMBJP and create awareness about generic medicines.

		9. All day-to-day matters pertaining to above & any other responsibilities assigned by competent authority.
13	Contract Period	03 Years. Contract shall be renewed on satisfactory performance

Note: Number of vacancies may vary as per requirement in operations.

General Terms & Conditions

1. The appointment is purely on contractual basis, and it is not against any permanent vacancy. This appointment will not entitle any candidate to claim for regular/ permanent employment in PMBI.
2. Candidates should ensure that they fulfill the eligibility criteria prescribed for the post, 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 notice with further legal proceedings. The cut-off date for age and experience will be 30.09.2023.
3. Person having experience of working in Government pharma sector in same profile may get preference.
4. The incumbent is liable to be transferred/posted in any place of India at the discretion of PMBI. The selected candidate should be able to join at the earliest.
5. PMBI has the right to reject the entire selection process/advertisement at any stage and the decision of PMBI shall be final in this regard.
6. PMBI reserves the right to relax age/experience/qualification & other qualifying criteria in deserving cases. Mere fulfilling of eligibility criteria shall not confer any right to the applicant for being called for the next round of selection process or appointment. Canvassing in any form will disqualify the candidate.
7. Appointment will be on whole time contractual basis on the following terms & conditions.
 - a) He/ She will be entitled to consolidated pay, conveyance and telephone allowance and provident fund as per rules. Except the above allowances, you will not be entitled to any other benefits/amenities/perks/allowances.
 - b) He/ She will be entitled to leaves as per PMBI rules.
 - c) PMBI reserves the right to revise the terms & conditions during the tenure of the contract.
 - d) The contractual appointment will automatically come to an end on the expiry of the contractual period and no notice pay or retrenchment compensation will be payable to candidate. During the contract period in case performance of candidate is not found satisfactory or for any other reason, contract can be terminated

without assigning any reason by giving 30 days' notice or 30 days remuneration in lieu thereof.

- e) Candidate will devote his/her whole time and attention in the interest of the Bureau and will not engage himself/herself in any other work/assignment either fulltime or part time, either paid or in honorary capacity. As a contractual employee, you will maintain a high standard of loyalty, efficiency and integrity.
8. Initially contractual appointment will be for three years, and which may or may not be extended based on the performance. There will be six months' observation period during the first-year contract, which may or may not be extended based on the performance. During the period of first year of contract, from the date of joining including the period spent on observation, if the employee leaves/resigns/abandons the services or violates the terms of the appointment, employee will have to pay liquidated damages amounting to three months' consolidated pay.
9. During the observation period of initial 06 months, in case performance of candidate is not found satisfactory or for any other reason the contract shall be terminated by giving 07 days' notice.
10. No. of posts shall be increased/decreased, basis on the requirement of internal departments.
11. Any corrigendum/clarifications on this advertisement, if necessary, shall be notified through our website.
12. Candidates are advised to check their emails regularly for the updates.
13. Please note that no TA/DA shall be paid to any candidate for appearing in Interview in PMBI.
14. Eligible candidates may appear for Walk-in-Interviews at **Pharmaceuticals & Medical Devices Bureau of India (PMBI) at E-1, 8th Floor, Videocon Tower, Jhandewalan Extn., New Delhi - 110055** as per following schedule:

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15. For application form, detailed terms and conditions visit at our website: janaushadhi.gov.in.
16. For any other assistance, candidates may call us @ 011-49431800.

Selection Process

The selection process shall be followed by two stage process:

1. Initial Screening

2. Personal Interview

Initial Screening

Candidates are requested to submit duly filled in application form (complete in all respects) with copy of all educational, experience etc. documents. The complete application form will be checked, verified and screened and the candidates, whose candidature will be found suitable and eligible, will be called for the next stage of Personal Interview.

Personal Interview

In the second stage, there will be Personal Interview of the candidates, whose application forms have been successfully verified and those found suitable for the requirements. Based on the credentials and performance in the personal interview, the candidates will be shortlisted, and the offer of appointment shall be issued to the suitable candidate in the order of merit.

Please also note: Candidates are required to carry all the supporting documents (marks sheet, degree, experience certificate etc.) in original along with one set of photocopies at the time of Interview, for verification. PMBI may adopt higher criteria/process in case of a more number of applicants meeting eligibility criteria.

