

<b>Designation:</b>	Officer/Assistant Manager/Deputy manager Designation will be as per experience & seniority of the candidate
<b>No of Positions</b>	10
<b>Department:</b>	Business Development
<b>Location:</b>	Across Pan India
<b>Eligibility</b>	<ul style="list-style-type: none"> <li>➤ Bachelor's degree in any discipline, preferred science, or agriculture. Postgraduate in management will be preferred.</li> <li>➤ Experience in sales, marketing, pledge finance of warehouse receipts or related activities in commodities will be preferred.</li> <li>➤ Strong communication skills and proficiency in Word, Excel, Outlook, and PowerPoint.</li> <li>➤ Must be fluent in <b>the local language</b> (reading, writing, and speaking).</li> <li>➤ Ability to drive sales targets.</li> <li>➤ Ability to flourish with minimal guidance and be proactive. A proactive go-getter who can flow in with minimal guides.</li> </ul>
<b>Work Experience</b>	Candidate should have preferably worked in commodity/ warehousing industry/commodity – exchange/ Bank for about three years.
<b>Responsibilities</b>	<ul style="list-style-type: none"> <li>➤ Acquiring of Banks/NBFCs as RP/Pledgee RP for pledging on eNWR stock receipt generated from the CCRL system (Pan India).</li> <li>➤ Regular meeting with warehouse owners and assisting them in WDRA registration.</li> <li>➤ Handling team in respective territory and helping them in achieving the annual target.</li> <li>➤ Developing Non-Exchange business revenue in Maharashtra state by Expansion of the territory and client base</li> <li>➤ Recovery - Collecting outstanding recovery dues from existing RPs by keeping regular follow-ups for bringing revenue to the organization.</li> <li>➤ Relationship management - Maintaining and building good relationships with all the market participants such as RPs, Financial institution, warehouses, and Clients, helping them in day-to-day activity. Liasoning with senior official of CWCs, SWCs and Banks</li> <li>➤ Miscellaneous activity: - a) Training - Conducting training and awareness program with all the market participants, briefing advantages of CCRL system, WDRA guidelines and updating on the new development in ecosystem. b) Client account opening – Acquiring clients through business visit and opening CCRL accounts for eNWR generation. c) Consultant recruitment - Hiring and deployment of manpower to support the business if required d) Keep a track of competitor's activity and report to management</li> </ul>