

BHARAT SANCHAR NIGAM LIMITED
(Corporate Office)
Establishment Division
Harish Chandra Mathur Lane, Janpath
New Delhi-110 001

File No. 5-32/2010-Pers. IV

Date: 29th July 2010

To

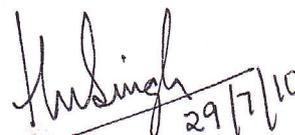
1. Chief General Managers
All Territorial Circles
Bharat Sanchar Nigam limited
2. CGM, ITPC

Subject: Posting of new directly recruited JTOs in Circles for sales roles.

With a view to provide necessary impetus to front-end functions such as sales, channel management and customer relation management (CRM) roles, it is recommended that some of the new direct recruit JTOs who are joining the Circles after completion of the training may be entrusted with these functions on exclusive basis. This would also strengthen the teams involved in implementation of Projects Vijay, Udaan and Enterprise sales. List of JTOs recommended for each Circle for these roles is attached with this letter.

This issues with the approval of the competent authority.

Receipt of this letter may please be acknowledged.


(Harsh Vardhan Singh)
Dy. General Manager (Estt.)
Tele No. 23715155

Copy to Directors CFA/CM/Enterprise for kind information

RECOMMENDED ALLOCATION OF NEW DIRECT RECRUITED (DR) JTOs FOR FRONT END ROLES

Circle	Recommended allocation of DR JTOs for front end roles			
	Consumer Mobility	Consumer Fixed Access	Enterprise	Total
GJ	12	9	2	23
PB	15	7	1	23
MH	15	11	19	45
KOL	6	7	4	17
TN	12	7	1	20
WB	8	3	1	12
KTK	7	6	4	17
AP	8	5	2	15
HR	10	4	1	15
BH	11	2	1	14
OR	12	2	1	15
KRL	7	5	1	13
MP	7	3	1	11
UPW	7	3	1	11
HP	5	1	1	7
CG	5	1	1	7
J&K	6	1	1	8
CHN	2	3	2	7
AS	5	1	1	7
NE1	3	1	1	5
RJ	3	1	0	4
NTR	0	0	2	2
JH	1	0	0	1
UPE	2	0	0	2
NE2	2	0	0	2
A&N	1	0	0	1
UAL	1	0	0	1
ITPC	6	6		12
TOTAL				317

Note:

- 1) In Consumer Mobility, front-end roles for DR JTOs: Franchisee Manager, Circle node, Retailer Manager Coordinator
- 2) In CFA, front-end roles for DR JTOs: Sales Team Leaders
- 3) In Enterprise, DR JTOs should be posted as NAMs, KAMs and CRM personnel
- 4) ITPC should post 6 JTOs for Sancharsoft and 6 JTOs for Wings