

File No. NSIC/HO/DEV/ADV/501/17-18

Calling for Expression of Interest (EOI) for empanelment of Direct Sales Agent (DSA)/Product specialist by National Small Industries Corporation Ltd., (NSIC) for distribution of various raw material.

Date of Advertisement	:	08.01.2018
Last date of submission	:	20.01.2018
Opening date	:	09.02.2018

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 empaneling 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. Empaneled 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 www.nsic.co.in

Roles, application, eligibility criteria for DSA:

1. ENTITIES ELIGIBILITY FOR EMPANELMENT:

1. Should be a registered entity in India with all valid licenses, approvals and tax compliances.
2. Should have worked with scheduled banks for the small business division products.
3. Should have minimum revenues of INR 50 crore per annum in the last three financial years.
4. Should have a minimum work-force of TME/ DME's of 50 people.
5. Should have operations in 2 or more states covering more than 50 towns/ cities specifically industrial areas.
6. Should have IT-enabled recording and data processing systems, adequate storage and transmission systems.
7. Should be familiar with MSME sector and MSME cluster.
8. Should be familiar with GST compliance and logistic for delivery of the products

2. ROLE OF DSA

- 2.1. The DSAs/Sales Executives will scout proposals and pass on the same along with basic documents (as required for a RMD application) to the concerned Branch/ Zone.
- 2.2. Such proposals will have to be submitted within the operational area of Branch / Zone.
- 2.3. The lead will be shared by the DSA in the specific format of the corporation as specified post contract by the corporation and as amended from time-to-time.

3. PAYMENT OF INCENTIVE

- 3.1. Incentive will be paid only for new leads which are converted into sales and will be released as a percentage of sanctioned amounts on a monthly basis for the aggregation of the previous months. For both the RMD, the incentive shall be a percentage of the value of the revenue/service charges earned on a volume linked formula.
 - 3.2. Further, for every case referred by a DSA, incentive will be paid only to one entity on the basis of first-notice. Competing DSA's in the same region for the same customer shall be paid on the basis of that principle alone.
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4. RENEWAL OF EMPANELMENT

- 4.1. The agreement with DSA will be valid for a period of one year which is renewable for a further period of one year , i.e. a fresh agreement will have to be entered with DSA.

Eligibility criteria, contract for Commodity Experts:

Resume for short term commodity experts is invited from individuals who meet the following criteria:

1. Should have a minimum 20 years' experience in direct / indirect domestic retail sales of primary or secondary material manufacturers of raw materials in the following areas:
 - a. Aluminum (ingots, wire-rods, long, flat, tubes & sheet products, foils, small alloy smelters)
 - b. Zinc (ingots, small alloy smelters)
 - c. Copper products (transformers, LT switchgears, pumps and motors, HTE/LTE cables, HVAC, small smelters of alloys).
 - d. Construction steel (retails sales).
 - e. Alloy and carbon steels (wire-rods, long, flat, tubes & sheet products)
 - f. Coal and lignite.
 - g. Paraffin and petro-chemical products.
 - h. Bitumen.
 - i. Polymers- PVC, LLDPE, HDPE, LDPE, PET (Bottle & Food grade)
 - j. Cement retail sales.
 - k. Building materials (Plaster-of-paris, granite, marble and stones).
 - l. Building materials (plumbing products-foundries, piping, pipe fittings).
 - m. Textile chemicals (bleaching, dyeing, softening, finishing)
 - n. Industrial chemicals (soda ash, caustic soda etc.)
2. Should have managed retail sales in India delivering retail revenues.
3. Should have extensive knowledge of cost and price movements in above commodities (including futures prices tracking).
4. Experienced in handling any other raw material both local and imported with an annual tonnage of at least 500 MTs
5. Should have extensive knowledge of pricing structures & credit-flow throughout the value chain (manufacturer-wholesaler-retailer-consumer).

6. Ex-staff of a public sector corporation, who has served for a minimum period of 20 years and should not have had any disciplinary proceedings/ruling against them
7. The detail of RMD is available on the web-site

Resume should be submitted by Commodity Experts in each product category to GM (BD), NSIC Ltd., NSIC Bhawan, Okhla Indl. Estate New Delhi 110020.

APPLICATION FORM FOR EMPANELMENT OF DSA

To,

General Manager(BD)
National Small Industries Corporation Ltd.,
NSIC Bhawan
Okhla Indl. Estate
New Delhi 110020

Passport Size Photo

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 card no.										
9A	GST No.										
10	Present occupation										
11	No. of years in employment/business										
12	Qualification										
13	Languages known										
14	Email ID										
15	Last three years turnover										
16	2 References (name and contact number)										

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 empaneled, the empanelment is liable to be terminated.

Place:

Signature:

Date:

Name:

Documents to be submitted along with application:

- 1) Copy of PAN card
- 2) Address proof (latest telephone/mobile bill, electricity bill, gas bill, passport or ration card)
- 3) Two recent passport size photographs (in addition to one affixed on application form)
- 4) Latest IT return/Form 26 AS
- 5) Bank statement for last 6 months
- 6) Enrolment letter, if enrolled with other Bank/FI for similar services
- 7) In case of firm: Registration certificate of firm/ Articles of Association of the company and incorporation certificate
- 8) GST Form REG 25

