

No. : 7/42/2023-PESB

**भारत सरकार**  
**Government of India**  
**कार्मिक एवं प्रशिक्षण विभाग**  
**Department of Personnel & Training**  
**(लोक उद्यम चयन बोर्ड)**  
**(Public Enterprises Selection Board)**

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ब्लॉक संख्या 14, सी.जी.ओ. कॉम्प्लेक्स, लोदी रोड  
 Block No.14, C.G.O. Complex, Lodhi Road  
 नई दिल्ली / New Delhi- 110003

Dated : 12/03/2024

सी. पी. एस. ई. का नाम NAME OF THE CPSE	Container Corporation of India Limited
पद का नाम NAME OF THE POST	Director (International Marketing & Operations)
रिक्ति की तारीख DATE OF VACANCY	01.10.2023
सी. पी. एस. ई. की अनुसूची SCHEDULE OF THE CPSE	Schedule A
पद का वेतनमान SCALE OF THE POST	Rs. 180000 – 340000 (IDA)

**I. COMPANY PROFILE**

Container Corporation of India Limited (CONCOR) was incorporated in March, 1988 as a Government Company under Companies Act, 1956. It is a Schedule 'A'/Navratna CPSE under the administrative control of Ministry of Railways. The Company was set up with the objective of developing multi modal logistics support for India's international and domestic containerised cargo and trade. The Company currently provides services for containerised freight transportation by rail and road link in India.

Company is further diversifying into innovative Business Solutions, First Mile Last Mile Service, Bulk Cargo, Warehousing directly as well as through various joint venture operations. The company has a network of Exim and Domestic Terminals spread all over India through which services are provided.

The Registered and Corporate office of the Company is at New Delhi. The organization has been restructured into 04 Areas, with 09 Cluster offices at Tughlakabad, Jaipur, Ludhiana, Ahmedabad, Mumbai, Vishkhapatnam, Hyderabad, Chennai and Kolkata and 62 Terminals at various locations in India.

The company employed 1318 regular employees (Executives 358 & Non-executives 960) as on 31.03.2023. There is no restructuring proposal as on date. The authorized and paid up capital of the Company was Rs. 400 crore and 304.65 crore, respectively, as on 31.03.2023.

The shareholding of the Government of India in the company is 54.80%. The Company earned a net profit of Rs. 1169.08 Crores during the year 2022-23.

The Government has given its 'in principle' approval for strategic disinvestment of Government of India shareholding of 30.8% in Container Corporation of India Limited along with transfer of management control to a strategic buyer.

The company has implemented 3rd PRC recommendations w.e.f. 01.01.2017.

**II. JOB DESCRIPTION AND RESPONSIBILITIES**

Director (International Marketing & Operations) is a member on the Board of Directors of the Corporation and reports to the Chairman and Managing Director. He acts as a whole time Functional Director in the Corporate Office. He would be primarily responsible for efficient function of International Marketing & Operation functions of the Company by evolving effective marketing strategies for business development and promotion of multimodal rail-cum-road movement of containerized traffic. His responsibilities include overseeing the running of EXIM container trains and maintain liaison with concerned Railway authorities, regarding train running; he would also be responsible to oversee in development and functioning of EXIM container terminals and prescribe systems and procedures for operation of these terminals; and he would be responsible to arrange stevedoring and road transportation arrangements at these terminals.

His responsibilities inter-alia includes the following:

To draw up a comprehensive business plan for the organisation this would inter alia include the linkage between traffic forecast, pricing and investments.

To devise strategies for achieving the objectives of the Business Plan.

To oversee plan and monitor all aspect of container operation including rail movement and road movement to make the most effective use of the assets.

To organize and lay down objectives of market research in the organization so that it can successfully maintain its leadership in the Multi Modal transport business.

To oversee customer relation and monitor the services for quality assurance.

To coordinate with the Railways, shipping lines, road transport operators, ports, custom authorities.

To carry out effective time studies to set norm for man and machine output.

Any other job as may be assigned by the Board from time to time.

**III. ELIGIBILITY**

1. **AGE** : On the date of occurrence of vacancy (DOV)

<b>Age of superannuation 60 years</b>			
<b>Internal</b>		<b>Others</b>	
<b>Minimum</b>	<b>Maximum</b>	<b>Minimum</b>	<b>Maximum</b>
45	2 years residual service as on the date of vacancy w.r.t. the date of superannuation.	45	3 years residual service as on the date of vacancy w.r.t. the date of superannuation.

**2. EMPLOYMENT STATUS:**

The applicant must, on the date of application, as well as on the date of interview, be employed in a regular capacity – and not in a contractual/ad-hoc capacity – in one of the followings:-

(a) Central Public Sector Enterprise (CPSE) (including a full-time functional Director in the Board of a CPSE);

(b) Central Government Group 'A' Officers including the Armed Forces of the Union and All India Services and officers from Public Sector Banks/ Financial Institutions/ Autonomous Bodies, etc;

(c) State Public Sector Enterprise (SPSE) where the annual turnover is **\*Rs.5,000 crore or more;**

(d) Private Sector in company where the annual turnover is **\*Rs.5,000 crore or more.**

**Preference would be given to candidates from listed Companies.**

(\* The average audited annual turnover of three financial years preceding the calendar year in which the post is advertised shall be considered for applying the approved limits)

### **3. QUALIFICATION:**

The applicant should be an Engineering Graduate/ Graduate with MBA/ PGDIM from a recognized University/ Institution with good academic record.

### **4. EXPERIENCE:**

The applicant should have at least 5 years of cumulative experience/ exposure during the last 10 years at a senior level of management in railway operations/ multimodal transportation/ Marketing/ sales forecasting & planning/ business development strategies in a large transport/logistic organisation. Applicants with experience in a Railway organisation will have added advantage.

### **5. PAY SCALE:**

#### **(a) Central Public Sector Enterprises-**

##### **Eligible Scale of Pay**

(i) Rs. 7250-8250 (IDA) Pre 01/01/1992

(ii) Rs. 9500-11500 (IDA) Post 01/01/1992

(iii) Rs. 20,500-26,500 (IDA) Post 01/01/1997

(iv) Rs. 51300-73000 (IDA) Post 01/01/2007

(v) Rs. 120000-280000 (IDA) Post 01.01.2017

(vi) Rs. 18400-22400 (CDA) Pre-revised Post 01.01.1996

(vii) Rs. 37400-67000 + GP 10000 (CDA) Post 01/01/2006

(viii) Rs. 144200-218200 (Level 14) (CDA) Post 01/01/2016

The minimum length of service required in the eligible scale will be one year for internal candidates, and two years for others as on the date of vacancy.

(b)

**(i) Group 'A' officers of the Central Government including All India Services (AIS) and Autonomous Bodies etc.** should be holding a post of the level of Joint Secretary in Govt. of India or carrying equivalent scale of pay on substantive basis on the date of application.

(ii) **Applicants from Public Sector Bank/ Financial Institutions** should be holding at Board level or at least a post of the level immediately below the Board level for one year on the date of application.

(iii) **Applicants from the Armed forces of the Union** should be holding a post of the level of Major General in the Army or equivalent rank in Navy/Air Force on the date of application.

(c)

**Applicants from State Public Sector Enterprises/ Private Sector** should be working at Board level position or at least a post of the level immediately below the Board level on the date of application.

#### **6. CONDITION OF IMMEDIATE ABSORPTION FOR CENTRAL GOVERNMENT OFFICERS**

Central Government Officers, including those of the Armed Forces of the Union and the All India Services and officers from Public Sector Banks/ Financial Institutions/ Autonomous Bodies etc., will be eligible for consideration only on immediate absorption basis.

#### **IV. DURATION OF APPOINTMENT**

The appointment shall be for a period of five years from the date of joining or upto the date of superannuation or until further orders, whichever is earlier.

#### **V. SUBMISSION OF APPLICATIONS**

**Applicants should submit their applications on-line only as per the format.**

1. The applicants should submit their applications through proper channel as follows:

(a) Group 'A' Central Government Officers, including those of the Armed Forces of the Union and All India Services; through Cadre Controlling authority.

(b) Officers from Public Sector Banks/ Financial Institutions/ Autonomous Bodies, etc: through their Administrative Ministry/ Department of the Govt. of India.

(c) CMDs/MDs/Functional Directors in CPSE: through the concerned Administrative Ministry;

(d) Below Board level in CPSE: through the concerned CPSE;

(e) CMDs/MDs/Functional Directors in State PSE: through the concerned Administrative Secretary and Cadre Controlling Authority, if any, of the State Government;

(f) Below Board level in SPSE: through the concerned SPSE.

(g) Private Sector: directly to the PESB.

2. Applicants from Private Sector must submit the following documents along with the application form:

(a) Annual Reports of the Company in which currently working for the 3 financial years preceding the calendar year in which the post is advertised (**please provide URL or attach/enclose copies**);

(b) Whether the company is listed or not; if yes, the documentary proof (**please provide URL or attach/enclose copies**);

(c) Evidence of working at Board level or at least a post of the level immediately below the Board level;

(d) Self-attested copies of documents in support of age and qualifications;

(e) Relevant Jobs handled in the past with details.

#### **VI. UNDERTAKING BY THE APPLICANT**

An applicant has to give an undertaking as a part of the application that he/she will join the post, if

selected. If an applicant does not give such undertaking, the application would be rejected.

**1. For candidates from Central Government including the Armed Forces of the Union and All India Services and officers from Public Sector Banks/Financial Institutions/ Autonomous Bodies etc:**

(a) The appointment is on immediate absorption basis.

(b) If a candidate conveys his/her unwillingness to join after the interview is held, he/she would be debarred for a period of two years from the date of interview, for being considered for a Board level post in any CPSE.

(c) Further, if a candidate conveys his/her unwillingness to join after the issue of offer of appointment, he/she would be debarred for a period of two years from the date of offer of appointment for being considered for a Board level post in any CPSE.

**2. For candidates from CPSE**

a. If a candidate conveys his/her unwillingness to join after the interview is held, he/she would be debarred for a period of two years from the date of interview, for being considered for a Board level post in any CPSE other than the one to which the candidate belongs.

b. Further, if a candidate conveys his/her unwillingness to join after the issue of offer of appointment, he/she would be debarred for a period of two years from the date of offer of appointment for being considered for a Board level post in any CPSE other than the one to which the candidate belongs.

**3. For candidates from SPSE/ Private Sector**

a. If a candidate conveys his/her unwillingness to join after the interview is held, he/she would be debarred for a period of two years from the date of interview, for being considered for a Board level post in any CPSE.

b. Further, if a candidate conveys his/her unwillingness to join after the issue of offer of appointment, he/she would be debarred for a period of two years from the date of offer of appointment for being considered for a Board level post in any CPSE.

4. In the above cases, no request for relaxation or otherwise would be entertained.

**VII. THE APPLICANTS CAN EITHER**

(a) fill up the **Application Form online only** against this Job Description on the website of PESB - <https://pesb.gov.in/> and thereafter **forward it online**, as specified in para V(1);

**Or**

(b) fill up the **Application Form online only** against this Job Description on the website of PESB - <https://pesb.gov.in/>, take a printout and send it offline, as specified in para V(1).

**Total timeline for receipt of applications in PESB is 30 days from the date of publication of advertisement in leading National Dailies. Last date for submission of applications by the applicants is 09.04.2024. Last date for nodal officers to forward applications to PESB is 18.04.2024 . No application shall be entertained under any circumstances after the stipulated date. Incomplete applications and applications received after the stipulated date shall be REJECTED.**

**Board reserves the right to shortlist applicants for interview.**

Applications are to be addressed to

Secretary,  
Public Enterprises Selection Board, Public Enterprises Bhawan,  
BlockNo. 14, CGO Complex, Lodhi Road, New Delhi-110003.

ALL CORRESPONDENCE WITH THE PUBLIC ENTERPRISES SELECTION BOARD SHOULD BE  
ADDRESSED TO **SECRETARY, PUBLIC ENTERPRISES SELECTION BOARD ONLY.**