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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

Reminder-II

No.

Dated:24.02.2021

To,

The Chief General Managers,

All Telecom Circles/Districts BSNL

Sub: - Posting of at least 25% of the required staff for mobile channel management teams.

Reference: Letter No. BSNLCO-SMCM/27(13)/1/2020-SM-CM-Part(1); dated 31.12.2020 & reminder letter dated: 03.02.2021

Apropos letter under references above, it was asked to the circles to post at least 25% of the required staff for mobile channel management team as per the attached sheet by 31.01.2021 and compliance may be reported with number of FM/RMC/RM by 10th Feb 2021.

However, desired compliance report is received form JHK, CG, GJ, HP, RJ and TN circles only. The said compliance report is required on priority basis.

All the other circles are requested to kindly send the compliance report as asked in the letter under reference above positively by 02.03.2021 on e-mail id: salescmhq@gmail.com / project.vijay.pmo@gmail.com.

Further it is also to inform all the circles that an Advance Work Order for project Sales Force Automation Solution (SFAS) is already placed to the vendor. SFAS may enable BSNL/channel sales staff (Consumer Mobility (Mobile) & Enterprise Business) to drive store level/enterprise level new sales growth, inventory management, intervene real-time based on beat productivity summary, frontline travel maps, GPS location etc.

All Telecom Circles/Districts are further requested to kindly keep the records of all CMT staff (including SSA Sales Heads) & FoS (i.e. Name, Designations, Post, Mobile Number, Place of posting etc) ready. The same shall be required on urgent basis with out any delay at the time of integration / deployment of SFAS.

V.K.Sharma

Vijay Kant Sharma
DGM (S&M-CM)