



JAWAHARLL NEHRU PORT TRUST
Administration Department(Personnel Section)

Advt. No. A/PE/A-13/2019/AD-11-2019

Applications are invited from the eligible Indian Nationals for
engagement of Professional Functionaries on
Contract basis in the field of

Business Development and Trade Promotion
for the positions of

Chief Manager - 1 post
Sr. Manager – 1 post

OTHER DETAILS, TERMS AND CONDITIONS

1. Please refer attached **Annexure-I** for Qualification & Experience, Job Role/Profile and **Annexure-II** for Application Format.
2. The maximum age limit for all the above positions is 45 years, relaxable in deserving cases.
3. Remuneration : Approx. consolidated pay per months for the post of Chief Manager is Rs. 1,04,600/-(Rupees One Lakh Four Thousand Six Hundred Only) & for Sr. Manager is Rs.94,000/-(Rupees Ninety Four Thousand Only) with annual increase of Rs. 1,000/-(Rupees one thousand only) per annum.
4. **Tenure of Engagement:** The above Professional Functionaries will be engaged purely on contractual basis for a period of 3 years, extendable for another 2 years.

5. **Termination:** If any situation arises to terminate the contract appointment, the Port reserves the right to terminate the contract appointment by giving one month's notice.
6. **Claim for permanent absorption:** The contract engagement shall not confer any right to lay claim to permanent absorption in the Port service against any post whatsoever.
7. In case, eligible internal Officers of the Port desire to offer themselves for such position their engagement shall also be on contractual basis on their selection subject to their resignation from Port service. No retired officers or deputationists will be eligible to apply.
8. The crucial date for determining eligibility criteria viz., educational qualification, experience, age etc., shall be as on **1st January, 2020**.
9. Only eligible applicants who fulfill the criteria of essential qualification, experience, age etc., prescribed for respective position shall only apply.
10. The post qualification experience will be reckoned as experience for eligibility to the respective posts.
11. The Management reserves the right to cancel or make any changes in the number of vacancies, alteration/additions/deletions of any clause in the Terms and Conditions for any of the position (s) in the recruitment process, if need arises, without further notice and without assigning any reasons thereof.
12. Application received without relevant documents as mentioned in the **Annexure-II** and application received after the due date will be summarily rejected without further communication.

13. The application should be addressed to the :
Manager (P&IR),
Jawaharlal Nehru Port Trust,
Administration Building,
Sheva, Navi **Mumbai – 400 707.**

super scribing on the envelope as “ **Application for the engagement of Chief Manager/Sr. Manager in the field of Business Development & Trade Promotion on contract**”. The last date for receipt of the application is **21st January, 2020.**

14. **No TA/DA** will be paid for appearing for interview/test.
15. Shortlisted candidates will be called for further process through SMS/e-mail /postal address given only.
16. The selection process will be 90% weightage for educational qualification and experience and 10% weightage for the interview. Further while short listing candidates for interview, the ratio shall be 1:3. The number of posts may increase or decrease based on requirements.
17. The candidates should clearly indicate the percentage of marks in the application form. If CGPA grading is mentioned in the mark sheet, the candidate shall be responsible for converting the said grading into accurate percentage as per the criteria adopted by the respective University/Institution.
18. Any update, corrigendum etc., of this advertisement will be hoisted in the Port’s website only. Hence, candidates are requested to keep in regular watch to this Port’s website, i.e., www.jnport.gov.in (Careers Section).
19. Changes if any in the recruitment process will be hosted in this Port’s website and no separate communication is made to the individual applicant.
20. Canvassing in any form will disqualify the candidate and no correspondence shall be entertained.

21. JNPT is not responsible for any printing error that might have inadvertently crept in.
22. Request for change of mailing address or e-mail address will not be entertained under any circumstances.
23. Court of jurisdiction for any dispute will be the Courts situated at Mumbai only.
24. **Settlement of Disputes:** In the event of any dispute arising out of this advertisement, contract, the interpretation, the decision of the Chairman, JNPT will be final and binding.

Manager (P&IR)

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**Job Role, Profile, requirement of qualifications and experience
of the incumbents**

Business Development & Trade Promotion:

(1) Chief Manager:

(A) Role & Responsibilities:

- ❖ He will provide strategic vision & Plan in the implementation of various Business Development and Trade promotion initiatives of the Port.
- ❖ Responsible for Managing a team, Establishing goals & objectives, Managing performance & Deliverables and Developing & Mentoring staff.
- ❖ Responsible for creating image building of the organisation and bringing additional throughput to the Port.
- ❖ Responsible for promotion and optimal utilisation of the Port properties, facilities and services with existing and potential customers and maximizing the economic benefit to the community and region resulting from the activities of the Port.
- ❖ Also will focus on any strategic tie ups / long term relationships with customers, Port authorities or similar such entities to foster growth and efficient Port operations.

(B) Essential Qualification & Experience:

(a) Qualification:

- ❖ Any recognised degree with Post Graduate Degree / MBA / equivalent qualification from a recognised National / International University.

(b) Experience:

- ❖ 10 years work experience in the area of Business Development and Trade Promotion in a service Sector / Public Sector / Private Sector entity.

(C) Desirable Qualification and Experience:

(a) Qualification:

- ❖ Professional qualifications from Institute of Chartered Ship brokers or Institute of Chartered logistics and transport (member, fellow or associate of the Institute obtained after passing prescribed examinations. Not honorary membership)

(b) Experience:

- ❖ Experience in Port / Shipping Sector.

(2) Senior Manager:

(A) Role & Responsibilities:

- ❖ Will focus on any strategic tie ups / long term relationships with customers, port authorities or similar such entities to foster growth and efficient port operations.
- ❖ Will plan, organise and implement direct sales activities with shippers to maximise business development opportunities and attract new cargo and passengers to the Port.
- ❖ Identify, priorities and participate in key industry trade events, conferences and seminars to support the attraction of business and investment to the Port.

(B) Essential Qualification & Experience:

(a) Qualification:

- ❖ Any recognised degree with Post Graduate Degree / MBA / equivalent qualification from a recognised National / International University.

(b) Experience:

- ❖ 7 years work experience in the area of Business Development and Trade Promotion in a service Sector / Public Sector / Private Sector entity.

(C) Desirable Qualification and Experience:

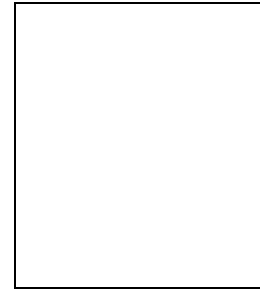
(a) Qualification:

- ❖ Professional qualifications from Institute of Chartered Ship brokers or Institute of Chartered logistics and transport (member, fellow or associate of the Institute obtained after passing prescribed examinations. Not honorary membership).

(b) Experience:

- ❖ Experience in Port / Shipping Sector.

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APPLICATION FORMAT

Application for the post of _____ in the
field of Business Development & Trade Promotion.

1.	Name of the Candidate :				
2.	Date of Birth : (Enclose attested copy of proof)				
3.	Age : (As on 1 st January 2020)				
4.	Nationality :				
5.	Qualification : (Enclose attested copies of certificates)				
Sl. No.	Qualification (with Discipline / Branch)	Name of College/ University	Year of Passing	Marks secured/ Out of	Percentage
(i)					
(ii)					
(iii)					
(iv)					
NOTE: In case of CGPA etc., system of grading, the candidate shall convert the CGPA etc., grading into equivalent percentage of marks and indicate in the above prescribed column accurately. Indicating wrong percentage will disqualify the candidature.					

Cont.....

6.	Experience in earlier posts held in the Chronological order as in below table (Enclose copies of proof)					
Sl. No.	Name of the Organisation with TAN Number	Post held	Scale of Pay	From	To	Nature of Duties
(i)						
(ii)						
(iii)						
(iv)						
(v)						
7.	Permanent Address :					
8.	Address for communication : with e-mail address and Tele./ Mobile No.					
9.	Any other points, : applicant wish to submit					

DECLARATION.

I, Shri/Smt. _____ (name of the applicant) hereby declare that, the information furnished above are true and correct. I do hereby declare that I am not a retired employee and deputationist. In case, any information is found incorrect/false, I myself render liable for disqualification for the post applied for, apart from the necessary action as deemed fit.

Place:

Date:

Signature of the candidate