



**Bharat Sanchar Nigam Limited**  
**North East-II Telecom**  
**Circle Dimapur-797112**

**Apprenticeship Trainee for Year 2021-22**

It is to inform that BSNL, NE-II circle is engaging Apprenticeship Trainee for one year 2021-22 under Sales & Marketing(S&M) units. Details are as follow:

S.No	Section /Unit	BA (Region)	Under	No of seats	Min Qualification
1	BSNL, NE-II, Sales and Marketing	Arunachal Pradesh	AGM( S&M), O/o the GMTD BSNL,Arunachal Pradesh BA, Itanagar	05	Diploma in any stream or sandwich course (students from degree institutions)
		Manipur	AGM (S&M), O/o the GMTD BSNL,Manipur BA Imphal	02	
		Nagaland	AGM (S&M), O/o the GMTD BSNL,Nagaland BA Dimapur	02	

**Schedule:**

- Date of publication on website: 02.03.2022
- Date of opening& online application : 02.03.2022
- Date of closing & online application : 31.03.2022

**Scope:**

**I. Retailer network management :**

- a. Visit to retailers
  - b. Adding new retailers,
  - c. Enhancing the retailer category,
  - d. Monitoring of retailer's stock balance and timely recoupment etc
  - e. Educating retailers on new plans, incentives and plus points of BSNL
  - f. Guiding the FOS on proper route mapping

**II. Marketing and Sales Activities:**

- a. Focused marketing and sales activity in under-utilized BTS areas like Very low traffic BTSs and further sector wise attempts also.
- b. Organizing Melas/camp to boost the SIM sales.

**III. MNP related Activities:**

- a. BA wise OBD dialing to retain subscribers who have generate UPC
- b. BA wise OBD dialing to bring port out customers back.

- c. Improve port-in performance by projecting new offers and benefits dialing to other operator customers.

**IV. Dialing to subscribers:**

- b. Bringing inactive customers and GP II customers to
  - c. active state by dialing out those customers.
  - d. Dialing on alternate contact numbers of those customers who are not attached to VLR.
  - e. FRC pending and pre-active customer list are periodically taken at Circle level and given to BAs for making them Active by contacting the customers on their alternate numbers.
  - f. Contacting the prospective customers who register their interest in our website for new connection and port-in.

**V. Business intelligence and other work which may be assigned as per requirement of office/Market.**

Note: To apply <http://www.mhrdnats.gov.in/boat/login> & click **enroll button**.

The apprenticeship will be of one year period paid , On Job Training (OJT) for fresh pass outs candidates, to make them more employable by improving their practical knowledge and skills required in their field of Sales and Marketing.

During the period of Apprenticeship Training, stipend is paid to Apprentices. The rate of stipend payable to apprentices per month shall be as per the guidelines of BOPT (Letter No.:BOPT/DT/2019-20 dated 01.06.2020). The minimum rate of stipend as prescribed by Govt. of India payable to apprentices per month shall be as follows.

S.No	Category	Prescribed minimum amount of Stipend
1	Diploma in any stream or sandwich course (students from degree institutions)	Rs 8000/- per month

**Contact details for any clarification and queries:-**

S.No.	Name	Designation	Mobile No.	Unit
1	Shri Kezevilie Mepfhuo	AGM (HR & A)	9436063381	O/o the CGMT, BSNL NE-II Circle Office, Dimapur
2	Shri T. Brahmananda Reddy	AGM(S&M)	9490189019	O/o the CGMT, BSNL NE-II Circle Office, Dimapur
3	Shri Y.Kent	AGM(Admn)	9436260434	O/o the GMTD BSNL, Nagaland BA Dimapur
4	Shri Anil Thakur	AGM(S&M)	9422966056	O/o the GMTD BSNL, Nagaland BA Dimapur
5	Shri Sh. Ashakumar Singh	AGM ((Admn)	9436022103	O/o the GMTD BSNL, Manipur BA Imphal
6	Shri Th.Sharatchand Meetei	AGM(S&M)	9436022044	O/o the GMTD BSNL, Manipur BA Imphal
7	Shri Amit Kumar Sen	AGM ((Admn)	9436041777	O/o the GMTD BSNL, Arunachal Pradesh BA, Itanagar
8	Shri Teli Pinji	AGM(S&M)	9436255888	O/o the GMTD BSNL, Arunachal Pradesh BA, Itanagar

Astt. General Manager (HR & A)  
O/o the CGMT,  
BSNL, NE-II Circle  
Dimapur