Countrywide Commodity Repository Limited

Designation:	Officer/Assistant Manager/Deputy Manager Designation will be as per experience & seniority of the candidate
Department:	Business Development
Location:	Coimbatore
Salary Range:	As per last drawn salary and over all experience.
Eligibility	➢ Bachelor's degree in any discipline, preferred science, or agriculture. Postgraduate degrees in management will be preferred. ➢ Experience in sales, marketing, pledge finance of warehouse receipts or related activities in commodities will be preferred. ➢ Strong communication skills and proficiency in Word, Excel, Outlook, and PowerPoint. ➢ Must be fluent in **the local language** (reading, writing, and speaking). ➢ Ability to meet sales targets. ➢ Ability to flourish with minimal guidance and be proactive. A proactive go-getter who can flow in with minimal guides.
Work Experience	Candidate should have preferably worked in commodity/ warehousing industry/commodity – exchange/ Bank for about three years.
Responsibilities	➢ Acquiring of Banks/NBFCs as RP/Pledgee RP for pledging on eNWR stock receipt generated from the CCRL system (Pan India). ➢ Regular meeting with warehouse owners and assisting them in WDRA registration. ➢ Handling teams in respective territory and helping them in achieving the annual target. ➢ Developing non-Exchange business revenue in Maharashtra state by Expansion of the territory and client base ➢ Recovery - Collecting outstanding recovery dues from existing RPs by keeping regular follow-ups for bringing revenue to the organization. ➢ Relationship management - Maintaining and building good relationships with all the market participants such as RPs, Financial institution, warehouses, and Clients, helping them in day-to-day activity. Liaoning with senior official of CWCs, SWCs and Banks ➢ Miscellaneous activity: - a) Training - Conducting training and awareness program with all the market participants, briefing advantages of CCRL system, WDRA guidelines and updating on the new development in ecosystem. b) Client account opening – Acquiring clients through business visit and opening CCRL accounts for eNWR generation. c) Consultant recruitment - Hiring and deployment of manpower to support the business if required d) Keep a track of competitor's activity and report to management
Briefly about CCRL:	CCRL facilitates electronics-ownership and transfer of commodity assets. CCRL was established in 2017 by CDSL (52%), Multi Commodity Exchange (24%) and BSE Investment Ltd (24%). It operates under the regulatory framework of Warehousing Development and Regulatory Authority (WDRA).