



**CENTRAL WAREHOUSING CORPORATION**  
**(A Premier Schedule 'A' Mini Ratna Govt. of India Undertaking)**  
Corporate Office: 4/1, Siri Institutional Area, August Kranti Marg, Hauz Khas, New Delhi-110 016  
Website: [www.cewacor.nic.in](http://www.cewacor.nic.in)

**“Warehousing for Everyone”**

## Advertisement No CWC/1-Engagement/Young Professional/2023/01

Central Warehousing Corporation, a Schedule-A Mini-Ratna, Category-I, Central Public Sector Undertaking under the administrative control of Ministry of Consumer Affairs, Food & Public Distribution, providing Scientific storage facilities for agricultural inputs, produce and other notified commodities besides providing logistics infrastructure like CFSs/ICDs, Land Custom Stations, Air Cargo Complexes etc. for import-export cargo, proposes to engage **SIX (06)** dynamic and motivated Young Professionals to drive business development and marketing activities, initially for a fixed period of two years which may be extended by one year up to a maximum period of three years i.e. 2+1 years. Accordingly, the positions are advertised:

### A. DETAILS OF POSTS

Post Code	Position	Essential Educational Qualifications	No. of Vacancies	Place of Work
01.	Young Professional (Business Development)	Two years full time Post Graduate Diploma / Post Graduate Degree / Master's degree / MBA in Business Administration with specialization in Agri Business Management / Marketing / Logistics & Supply Chain Management /Sales & Marketing Management	01	<b>Central Warehouse Sangli, Maharashtra</b>  <b>For Cluster I:</b> Sangli, Miraj, Kolhapur
			01	<b>Central Warehouse Hubli, Karnataka</b>  <b>For Cluster II:</b> Gadag, Dharwad, Hubli, Soundatti
			01	<b>Central Warehouse Erode, Tamil Nadu</b>  <b>For Cluster III:</b> Erode, Moolapalayam, Coimbatore, Singanallur
			01	<b>Central Warehouse Medak, Telangana</b>  <b>For Cluster IV:</b> Gulberga, Bidar, Medak, Sedam
02.	Young Professional (Commercial)	Two years full time Master's Degree or equivalent in Economics/ Management/ Statistics/ Law(LLB/LLM) from a reputed and recognized University or institution	01	<b>Commercial Division, Corporate Office New Delhi</b>
03.	Young Professional (NBP&P)	Two years full time Master's Degree or equivalent in Economics/ Management/ Statistics/ Law(LLB/LLM)/ from a reputed and recognized University or institution	01	<b>New Business Project &amp; Planning (NBP&amp;P) Division Corporate Office, New Delhi</b>

### Note:

- I. The terms and conditions of engagement of the Young Professional will be governed by the extant guidelines laid down by CWC available on the website of the Corporation ([www.cewacor.nic.in](http://www.cewacor.nic.in)). CWC reserves the right to cancel the process at any stage.
- II. Candidate may apply for more than one post as per eligibility and can also indicate his/her locational preference.
- III. A candidate who has appeared at an examination, the passing of which would render him educationally qualified for the posts notified, but has not been informed of the result, may also apply against the vacancy. Such candidates will

be called for Personal Interaction, if otherwise eligible, but their selection would be deemed to be provisional and subject to cancellation, if they do not produce proof of having passed the requisite qualifying examination within one month of joining.

IV. The Consolidated remuneration of Young Professionals will be as follows:

Experience	Upper Age Limit	Remuneration (Rs.)
0 to 3 years*	35 Years	Rs.50,000/-** (consolidated)
More than 3 years*	35 Years	Rs.60,000/-** (consolidated)

\* The experience only in the relevant field will be counted, no other experience will be considered. Only the post qualification experience will be considered.

\*\*The consolidated remuneration will be inclusive of all applicable taxes and no other facility or allowance will be allowed.

V. The Young Professionals (Business Development) are to be engaged for the defined clusters/location, however the clusters/locations may be expanded, changed, modified depending upon business potential/requirements.

#### B. JOB DESCRIPTION & QUALIFICATIONS

Post Code	Job Description/ Responsibilities
<b>Post Code: 01</b> Young Professional (Business Development) for clusters I, II, III & IV	<p><b><u>JOB DESCRIPTION</u></b></p> <p>The Young Professional (Business Development) will be responsible for bundling and marketing CWC's new business verticals, such as Mandi Yard Operations (e-trading), Repository participant &amp; Pledge Financing and Value-Added Services (viz, Packaging, Sorting, Grading, Testing) etc. The Young Professional will play a crucial role in CWC's transformation into diversified businesses by promoting and marketing the newly explored business verticals. They will be responsible for engaging with field-level stakeholders at Gram Panchayat, Block and District levels such as farmers, traders, FPOs (Farmers Produce Organizations), FPCs (Farmers Produce Companies), associate Banks &amp; trading platforms, Repositories, local bodies and other related entities to market CWC's bundle of services and creating required linkage between different stakeholders for the same. The role involves creating awareness, educating stakeholders about CWC's facilities and business offerings, and driving business development to promote utilization of available resources at their maximum potential.</p> <p><b><u>RESPONSIBILITIES</u></b></p> <p><b><u>Market Research:</u></b> Conduct comprehensive market research to identify different stakeholders, market trends, competitor and potential customers/users and analysis to position CWC's services effectively.</p> <p><b><u>Stakeholder Engagement:</u></b> Engage with farmers, traders, FPOs, FPCs, Banks, trading platforms and other related stakeholders at Panchayat, Block and District level to understand their requirements and educate them about CWC's facilities and services.</p> <p><b><u>Business Development:</u></b> Help to develop and implement strategies to promote CWC's business verticals, attract new clients, and expand the customer base for the different services offered.</p> <p><b><u>Relationship Building:</u></b> Establish and maintain strong relationship with key stakeholders to foster long-term partnerships and repeat business opportunities. Maintain regular communication with existing and potential stakeholders to understand their needs and address any concerns and provide them after sales – support and ensure stakeholder satisfaction.</p> <p><b><u>Sales &amp; Marketing Publicity:</u></b> Create marketing materials, presentations, and other relevant documentation to showcase CWC's services effectively during stakeholder meetings and events. Young professionals are expected to reach target stakeholders through door-to-door marketing, social media, WhatsApp and cold calling targeted to specific demographics.</p> <p><b><u>Training and Workshops:</u></b> Organize training sessions, workshops, and awareness campaigns and field visits at CWC's warehouses and facilities to educate stakeholders about the benefits and value of utilizing CWC's services. Provide information on the process, procedures, and requirements for availing CWC's services by potential stakeholders.</p>

	<p><b>Feedback Collection:</b> Gather feedback from stakeholders to understand their needs and preferences better, and communicate their valuable inputs to the CWC management for continuous improvement.</p> <p><b>Market Expansion:</b> Identify potential areas for market expansion and recommend business development strategies to penetrate new regions and markets.</p> <p><b>Sales Targets:</b> Set and achieve sales targets for respective business verticals, track progress, and report on regular basis.</p> <p><b>Reporting:</b> Prepare regular reports on business development activities, achievements, challenges, and opportunities for management’s review.</p> <p><b>NOTE:</b> This is a field-based position, requiring regular travel to rural areas within the assigned territory. Training and support will be provided to understand CWC’s facilities and services thoroughly.</p>
<p><b>Post Code: 02</b> Young Professional (Commercial), Corporate Office, New Delhi</p>	<p><b>JOB DESCRIPTION</b></p> <p>This role involves revising contractual documents, analyzing and ensuring compliance with relevant laws and regulations, and handling various legal aspects of commercial work. The ideal candidate should possess strong analytical skills, a profound understanding of contract law and commercial regulations, and the ability to work independently in a fast-paced environment.</p> <p><b>RESPONSIBILITIES</b></p> <p><b>Drafting Documents:</b> Assisting and drafting the RFPs, RFQ, DCAs, tenders, agreements, MoUs, MOAs etc.</p> <p><b>Contract Review and Revision:</b> Review and analyse contractual documents, including agreements, leases, and vendor contracts. Identify potential risks, ambiguities, and areas requiring revision to protect the company's interests. Draft and revise contracts to ensure clarity, enforceability, and alignment with applicable laws.</p> <p><b>Legal Compliance:</b> Stay updated on relevant local, state, and federal laws, regulations, and industry standards that impact the company's operations. Monitor changes in legal requirements and proactively advise the business on necessary actions to maintain compliance. Collaborate with cross-functional teams to implement and monitor compliance programs.</p> <p><b>Commercial Legal Support:</b> Assist in legal aspects of commercial negotiations, ensuring compliance with company policies and legal requirements. Provide legal advice on commercial transactions, partnerships, and business arrangements. Participate in due diligence activities related to mergers, acquisitions, and other business ventures.</p> <p><b>Contract Management:</b> Maintain a centralized contract repository and tracking system. Ensure contract renewals and terminations are managed effectively and in compliance with legal and business requirements. Coordinate with internal stakeholders to facilitate contract execution and approvals.</p> <p><b>Risk Assessment and Mitigation:</b> Conduct risk assessments related to legal and compliance matters. Develop strategies to minimize legal risks and potential liabilities. Advise management on legal implications and potential impacts of business decisions.</p> <p><b>Training and Education:</b> Conduct training sessions for employees on legal compliance matters. Raise awareness about legal risks and best practices to promote a culture of compliance.</p> <p><b>Day-to-Day Operations:</b> Provide administrative support to the Commercial Division, including coordinating meetings and assisting the officials in their day to day functioning.</p>
<p><b>Post Code: 03</b> Young Professional (NBP&amp;P), Corporate Office, New Delhi</p>	<p><b>JOB DESCRIPTION</b></p> <p>The Young Professional (New Business Project &amp; Planning) will be a crucial member of NBP&amp;P Division, contributing to various aspects of Division’s Day to day work and project. The primary focus will be on researching and developing new business opportunities, managing project proposals, conduct market analysis, and maintaining project documentation. The role involves building relationship with internal and external stakeholders to ensure successful project implementation.</p> <p><b>RESPONSIBILITIES</b></p> <p><b>Research and Development:</b> Conduct research to identify potential new business opportunities. This involves assisting the Division officials in existing project conceptualization, planning and implementation by analysing market trends, gathering data and inputs and developing compressive</p>

	<p>business plans.</p> <p><b>Project Management:</b> Prepare project proposal by collecting and organizing relevant information ensuring set timelines.</p> <p><b>Market Analysis &amp; Feasibility Studies:</b> Analyse market trends, competitor activities, and potential risks to assess the feasibility of new business ventures.</p> <p><b>Stakeholder Management:</b> Build and maintain relationships with internal teams, external partners, and key stakeholders. Effectively communicate with Division officials to ensure smooth coordination.</p> <p><b>Documentation:</b> Create and maintain documents related to projects, tracking the progress, and preparing reports w.r.t. Project development and progress made on regular basis.</p> <p><b>Day-to-Day Operations:</b> Provide administrative support to the New Business Project &amp; Planning Division, including coordinating meetings and assisting the officials in their day to day functioning.</p>
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**Note: The job description and responsibilities are intended to outline the general nature and level of work to be performed by the Young Professionals. It is not an exhaustive list of all duties, responsibilities, and qualifications required for the role. The specific duties and responsibilities may vary based on the needs of the Corporation and the qualifications of the selected candidate**

### C. DESIRED ATTRIBUTES

Post Code	Desired Attributes
<b>Post Code: 01</b> Young Professional (Business Development) for clusters I, II, III & IV	<ol style="list-style-type: none"> <li>1. Knowledge of agriculture, rural markets, and commodity trading, pledge financing, collateral management will be an added advantage.</li> <li>2. Strong communication and interpersonal skills to effectively engage with stakeholders from diverse background</li> <li>3. Knowledge of local language will be preferred.</li> <li>4. Ability to work independently in the field and as part of a team</li> </ol>
<b>Post Code: 02</b> Young Professional (Commercial), Corporate Office, New Delhi	Knowledge and ability to understand/ interpret the Govt. Policies, Compliance etc.
<b>Post Code: 03</b> Young Professional (NBP&P), Corporate Office, New Delhi	Knowledge and ability to understand/ interpret the Govt. Policies, Compliance etc.

### D. SUBMISSION OF APPLICATION

Eligible candidates may apply online through the CWC's website ([www.cewacor.nic.in](http://www.cewacor.nic.in)) which **will start from 18.09.2023 at 00:00 Hrs and will end on 04.10.2023 at 23:59 Hrs**, after which no application shall be accepted.

### E. ANNOUNCEMENTS

All further announcements/ details pertaining to this process will only be published/ provided on the authorised CWC website [www.cewacor.nic.in](http://www.cewacor.nic.in) from time to time. Corrigendum to this advertisement, if any, shall be published only on the CWC website [www.cewacor.nic.in](http://www.cewacor.nic.in). Candidates are advised to keep a close watch on the authorised CWC website [www.cewacor.nic.in](http://www.cewacor.nic.in) for latest updates.