

General Manager (S & M - CM)

Sales & Marketing - Consumer Mobility

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भारत संचार निगम लिमिटेड

(भारत सरकार का उद्यम)

BHARAT SANCHAR NIGAM LIMITED

(A Government of India Enterprise)



No. GM (S&M-CM) /210/09-10/Franchisee correspondence/

21.03.2011

To

All Heads of SSAs,

Tamil Nadu Circle.

SUB: Fixing Target for the Class 'A' type of Retailers.

Ref: **sales review Questionnaire**

At present this office is assigning the Target for the Franchisees on monthly basis and the same is conveyed to the SSAs. Now it is proposed to assign the Target for RETAILER also category wise.

In this regard, it is instructed that the CAT 'A' retailer wise Weekly Target should be fixed in the SSAs after discussion with Franchisees by the Franchisee Manager from the month of April 2011 for

- 1)CTOPUP sales Weekly Target
- 2) RCV sales Weekly Target .

For every month the weekly Target for that month should be fixed and communicated to the Franchisee /Retailers before 25th of the previous month. This Target achievement should be monitored by the FM, RMC and AGM(Sales)-CM of the SSA and discussed in SSA Sales review meetings.

For the month of April 2011 the weekly targets for the month should be fixed and communicated by 25th March 2011.

A report in this regard may be please communicated to this office.

(C.V.Vinod)

General Manager (S&M-CM)

Chennai, Tamil Nadu Circle.

Copy to :1.Sr.GM(TR),Chennai,
2..All AGM (sales)/AO(sales) ,TN circle