

**NOTIFICATION FOR THE POST OF CHIEF MARKETING OFFICER AT C-DOT ON CONTRACTUAL BASIS**

**Notification**

C-DOT (Centre for Development of Telematics) is premier R&D Autonomous Institute of the Govt. of India, engaged in Research & Development of various innovative telecom related technologies.

C-DOT is looking for dynamic, experienced and qualified professionals who can contribute the best for the following positions on contractual basis.

<b>Vacant Position</b>	<b>CTC</b>	<b>Place of posting</b>
CHIEF MARKETING OFFICER	Rs. 80 lakh	Delhi/Bengaluru

**Qualification:**

- Full Time Master's degree in Business Administration (MBA) in Marketing.
- BTech/MTech in CSE/ECE or equivalent and Professional Certification in sales or marketing (e.g., CPS, CMO) shall be preferred.

**Experience:**

- Minimum 10 years of experience in commercial roles, with minimum 5 years in Executive Leadership positions.

**Age:**

- Not exceeding 50 Years as on the last date of receipt of application.

**Term:**

- The appointment shall be on a contractual basis with the initial contract of 03 years extendable for a period of 1 year each thereafter based on the performance of the individual.

**Remuneration:**

The overall CTC of the selected candidate will be **Rs. 80 lakh (per annum)** with Rs. 55 lakh as fixed component and Rs 25 lakh as performance based variable component. The basis of calculation of the variable component shall be linked to meeting of the sales and revenue generation target.

**Details of Position:**

Work Area Code	Work Area	PROFILE	Skill Set
	<p><b>Sales &amp; Marketing</b></p>	<p>The Chief Marketing Officer will be responsible for developing the overall strategic business development and sales plan to monetize C-DOT's comprehensive portfolio of technological products. He/She shall oversee all commercial operations, including sales, marketing, business development, and customer satisfaction score. This role requires exceptional leadership skills, business acumen, and industry expertise.</p> <p>The Roles &amp; Responsibilities are:</p> <ul style="list-style-type: none"> <li>• Develop and execute commercial strategies aligned with the company goals.</li> <li>• Lead sales, marketing and business development teams.</li> <li>• Drive revenue growth, market share expansion, and customer acquisitions.</li> <li>• Forge strategic partnerships and collaborations in the market.</li> <li>• Analyze market trends, competitor landscape, and customer needs.</li> <li>• Develop and manage commercial budgets and resource allocation.</li> <li>• Stay up-to-date with industry trends, technologies, and best practices.</li> <li>• Provide market feedback to Chief Product Officer and</li> </ul>	<ul style="list-style-type: none"> <li>• Commercial strategy and execution.</li> <li>• Leadership and team management.</li> <li>• Sales and marketing expertise</li> <li>• Business development and partnerships</li> <li>• Customer success and relationship management</li> <li>• Market analysis and competitor analysis</li> <li>• Budget management and resource allocation</li> <li>• Industry trends and best practices</li> <li>• CRM systems and sales analytical tools</li> <li>• Digital transformation and Omni channel strategies.</li> <li>• Proven track record of driving revenue growth and business expansion.</li> <li>• Strong industry expertise and network.</li> <li>• Excellent leadership, communication, and collaboration skills.</li> <li>• Knowledge of data analytics and market research.</li> <li>• Familiarity with pricing strategies and revenue management.</li> </ul>

		other development teams based on market intelligence.	
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**I. How to Apply:**

1. The candidate will have to submit the application online on our portal [www.cdor.in](http://www.cdor.in) (Careers). Before filling the online application form, Candidates should read all terms and conditions carefully.
2. Candidate should read all the eligibility parameters and ensure that he/she is eligible for the post before starting to apply online.
3. Candidate should have a valid email id and mobile number which should remain valid & active till the completion of selection process.
4. Fill all the details in the application form at the appropriate places.
5. After filling all the details in online application form click on 'Submit' button.
6. Candidates can take a print of the application form and keep it with them for their own records.
7. No hard copy/printed applications should be sent to C-DOT. Incomplete and defectively filled up forms shall be rejected straightway and no subsequent correspondences will be entertained in this regard.

**II. Closing date of applying online:**

The last date of submission of application is 30 days after publication in Employment News (English).

Note: The candidates are advised to visit C-DOT website regularly for related notices/information, Corrigendum/Extension, etc. If any, they shall be published on website [www.cdor.in](http://www.cdor.in) (careers) only.

**III. Selection Process:**

1. Selection process will be through two level Interview.
2. Management reserves the right to change/modify the selection process at any time, during the process, at its discretion. The decision of the management will be final and binding.
3. All Govt/PSU/Autonomies employees are to submit their NOC failing which they will not be allowed for the Interview.
4. CTC will be as mentioned in the advertisement and also depending upon the present scale, competency level and experience of the selected candidate.
5. The qualification and experience prescribed are the minimum requirements and possession of the same does not automatically make the candidates entitled to be called for written test/interview. There will be an initial screening based on the academic qualification, experience and other parameters given in the advertisement and only those screened-in will be considered for further selection process.

6. The management reserves the right to increase the benchmark from minimum eligibility criteria/cut off limits, in the event of more number of applicants, for any post(s) at its discretion. Candidates will be selected on the basis of their academic credentials, experience profile, written test marks, Interview and skill test, if any, and such other selection processes/parameters, as deemed fit by management.

#### **IV. Important Notes:**

1. In case of any ambiguity/dispute arising on account of interpretation in version other than English, English version will prevail.
2. Canvassing in any form will be a disqualification for selection.
3. Candidates are not required to send printout of application or any other documents in hard copy to C-DOT.
4. Correspondences regarding interview, etc. will be sent to candidates only to the registered email id provided in their online application. No hard copy will be sent.
5. Mere issue of interview call letter will not imply acceptance of candidature. In case of internal candidates, please note that the finally selected candidates will have to resign from the services and re-join the post as fresh employees on probation.
6. All queries pertaining to recruitment including selection process should be addressed to our Recruitment Team only through hrd@cdot.in (for Delhi location).
7. Number of vacancies may increase/decrease based on the final assessment and such changes will be made by C-DOT without any notice.
8. C-DOT reserves the right to cancel or introduce any examination/other selection process. C-DOT also reserves the right to cancel/restrict/curtail/enlarge the recruitment process and/or the selection process without any notice and without assigning any reasons.
9. All the posts will be filled as per the rules of C-DOT.
10. It is the responsibility of the candidates to assess his/her own eligibility for the post for which he/she is applying in accordance with the advertisement. In case, it is detected at any point of time in future during process of selection or even after appointment that candidate was not eligible as per prescribed qualification, experience etc, which could not be detected at the time of selection due to whatever circumstances, his/her candidature/appointment shall be liable to be cancelled/terminated as case may be.
11. In case of any dispute/ambiguity that may occur in the process of selection, the decision of the organization shall be final. Interim correspondence will not be entertained and replied to.
12. All the candidates shall produce self-attested copies of all the certificates (educational/caste/experience) along with originals for verification at the time of written test/skill test/interview. No Travelling Allowance (TA) shall be paid to the candidates for attending the written test/Skill test/Interview.
13. The organization reserves the right not to fill up any or all advertised posts; cancel the advertisement in whole or in part without assigning any reason. The decision of the Institute in this regard shall be final. The organization strives to

have a workforce, which reflects gender balance, and women candidates are encouraged to apply. Decision of the organization in all matters relating to the eligibility of the candidate, skill/written test and selection shall be final and binding on all the candidates. No correspondence or personal inquiries shall be entertained.

14. The above appointment would be against positions sanctioned by the competent authority, on contractual basis, available at C-DOT subject to the applicable provisions of Bye laws and other applicable rules. The selected candidates will be appointed against contractual post.
15. Any legal dispute arising out of the advertisement may be challenged in the high court of Delhi.

V. **General Terms and Conditions:**

1. The above appointment would be against contractual vacancies available at C-DOT subject to applicable provisions of bye-laws. The selected candidate will be appointed against a contractual post.
2. The appointment shall be on a contractual basis with the initial contract of 03 years extendable for a period of 1 year each thereafter based on the performance of the individual.
3. The selected candidate will be on probation for one year.
4. The application has to be submitted online within 30 days after publication in newspaper (English). All the required documents (Proof of DOB/ Matric/ Graduation/PG degree/ Experience/ Service certificate along with NOC, if applicable) have to be uploaded along with the application. If NOC is not submitted along with the application, it has to be submitted at the time of Interview, failing which they will not be permitted to attend the Interview.
5. Applicants are advised to ensure, before applying, that they possess the minimum essential qualification and experience laid down for the post.
6. The vacancy indicated in the notification is tentative. C-DOT reserves the right to not fill the post advertised, if it so desires.
7. The prescribed Essential Qualification, Experience and Eligibility Criteria indicated are bare minimum; mere possession of same will not entitle applicants to be called for personal interview. Wherever number of applicants received in response to the advertisement is large; C-DOT may restrict the number of applicants to be called for personal interview to a reasonable limit, on the basis of Academic Performance, Qualification, relevant experience higher than minimum prescribed in the advertisement. Therefore, applicants should furnish the details of all qualifications and experience possessed in the relevant field, over and above (if any) the minimum qualifications/experience prescribed along with documentary evidences.

8. C-DOT strives to have a workforce which also reflects gender balance and hence **women candidates are strongly encouraged to apply.**
9. Canvassing in any form or bringing in any influence will be a disqualification for the post.
10. In case of any disputes that may occur in the process of selection, the decision of C-DOT shall be final and unquestionable.

\*\*\*\*\*END OF DOCUMENT\*\*\*\*\*