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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 10-27/2010-SCM-CM

Dated: 31/08/2012

To,

Roll Out managers

All Telecom Circles/Districts

Subject: Extension of scheme of reimbursements, facilities, awards and incentives for sales team in Consumer Mobility (Project Vijay).

Kindly refer to restructuring cell letter nos. 4-20/2009-Restructuring dated 21.08.2012 wherein the modified scheme of Extension of scheme of reimbursements, facilities, awards and incentives for sales team in Consumer Mobility (Project Vijay) , was conveyed.

While recommending the same the Management Committee has desired that the outcome of these incentive schemes should be regularly reviewed. It is therefore requested that the outcome of these schemes in term of increase/decrease of Primary Sales of SIMs/Recharge Value and number of Active retailers may be compiled every month. Also data with regard to role wise non-performers and best performers CMT members have to be compiled and the best performers name should be published on the circle intranet portal so as to motivate their peers in the organization.

The above information should also be mailed on e-mail ID project.vijay.pmo@gmail.com. by 5th of every month positively.

Upendra Bakolia
Addl. GM (S&M)-CM

Copy to:-

1. Dir. (CM), for kind information please.