



State Bank of India

Central Recruitment & Promotion Department
Corporate Centre, Tulsiani Chambers, West Wing, 212,
1st floor, Free Press Journal Marg, Nariman Point, Mumbai – 400021.

ANNOUNCEMENT

APPOINTMENT OF CHANNEL MANAGEMENT FACILITATORS IN STATE BANK OF INDIA

Applications are invited from eligible officers retired from State Bank of India, Associate Banks of State Bank of India, RRBs sponsored by State Bank of India & Public Sector Banks for appointment as Channel Management Facilitators (CMFs) in State Bank of India on Contract Basis. The eligible applications will be considered for appointment as CMFs in the Bank in the following order of preference:

- 1st preference: Retired officers of State Bank of India.
- 2nd preference: Retired officers of Associate Banks of State Bank of India.
- 3rd preference: Retired officers of RRBs sponsored by State Bank of India.
- 4th preference: Retired officers of other public sector Banks.

VACANCIES: Total 600 provisional vacancies spread over Circles as under:

(Reservation policy not applicable)

Sr. No.	Circle	No. of Vacancies
1	Ahmedabad	41
2	Banglore	27
3	Bhopal	46
4	Bhubaneshwar	15
5	Chandigargh	47
6	Chennai	37
7	Delhi	51
8	Guwahati	21
9	Hyderabad	100
10	Kerala	15
11	Kolkata	15
12	Lucknow	33
13	Mumbai	78
14	Patna	74
	Total	600

ELIGIBILITY CRITERIA:

- **Middle Management Grade Scale - II or above officials** retired on attaining superannuation from State Bank of India/ Associate Banks of State Bank of India/ RRBs sponsored by State Bank of India/ Public Sector Banks.
- Age not above 62 years as on **01-04-2010**
- The officers voluntarily retired, retired under VRS/ Exit Option Scheme or left the service before superannuation are not eligible.
- Retired officials should have undoubted integrity.
- Applicant should not have been subjected to punishment/penalty by the employer Bank during last five years before of his/her retirement.

- Cases of CBI or other Law enforcement agencies should not be pending against the applicant.
- Applicants should be physically fit to carry out the duties of CMFs which includes continuous visits to villages.
- Applicants should be able to read, write and speak local language.

HOW TO APPLY

The eligible candidates would be required to apply on prescribed Application Format available at the end of this announcement, duly certified by concerned employer Bank. Applications received without the Employer Bank Certification will not be considered. The Application should be sent in an envelope marked “Channel Management Facilitators in SBI” and sent to:-

The General Manager, State Bank of India, Central Recruitment & Promotion Department, Corporate Centre, Tulsiani Chambers, 212, West Wing, 1st floor, Free Press Marg, Nariman Point, Mumbai – 400 021 **so as reach on or before 20-02-2010.**

SELECTION PROCEDURE:

The selection is based on performance in the interview and subject to order of preference mentioned above. Minimum qualifying marks in the interview will be 50% (50 out of 100 marks).

JOB-PROFILE OF CHANNEL MANAGEMENT FACILITATORS (CMFs):

- CMFs to co-ordinate advise and assist Bank’s officials and work as intermediaries between the Bank and the Business Correspondents/Business Facilitators (BCs/BFs).
- Help the Bank in identifying suitable BCs/BFs, assist the Bank in setting key performance areas for the BCs/BFs in terms of number of deposit accounts and deposit amount, number and type of loans sourced, insurance policies sold and number of Mutual Funds sold.
- Tracking the business sourced by BCs/BFs through the Channel Management Software and creating reports at regular intervals and submission of the same to CM (Rural)/Regional Manager at regular intervals.
- Follow up and report the performance of BC/BF on a regular basis by conducting surprise visits, checking written records.
- Help CM (Rural) for calculation and payment of commission at determined rates.
- Supporting the BCs/BFs for sourcing business, running promotional programs for asset and liability products.

SERVICE CONDITIONS:

- ◆ The CMFs will be appointed on a contract basis for a period of two years.

- ◆ The contract of service may be renewed for a further period of two years or up to the age of 65 years age, whichever is earlier.
- ◆ The renewal of contract is subject to continued good performance and physical fitness of the CMF.
- ◆ CMF will not be entrusted with any financial/administrative powers.
- ◆ Performance of CMFs will be reviewed half-yearly.
- ◆ The Bank may decide to terminate the contract of service if the performance of a CMF is not found satisfactory.
- ◆ The Bank may at its sole discretion terminate the contractual appointment by giving one month's notice or one month's gross emoluments in lieu thereof to a CMF at any time during the contract of service.

REMUNERATION:

The monthly fixed remuneration & annual variable pay would be as under:-

Contract Period	Monthly Fixed Remuneration	Amount of Variable Pay (Rs. Per annum)		
		Who achieve less than 100% of the target	Who achieve exactly 100% of the target in all categories	Who achieve more than 100% prorata under each category
	(a)	(b)	(c)	(d)
1 st Year	Rs10,000/- p.m.	Nil	Rs 30,000/- p.a.	In addition to the variable pay mentioned in column (c) performance incentive will be paid which will be the same additional % of variable pay by which the officer has exceeded the target.
2 nd Year	Rs12,000/- p.m.	Nil	Rs 36,000/- p.a.	
3 rd Year	Rs14,000/- p.m.	Nil	Rs 42,000/- p.a.	
4 th Year	Rs16,000/- p.m.	Nil	Rs 48,000/- p.a.	

The officials would also be eligible for reimbursement of:-

- ◆ mobile phone bill charges of Rs 500/- per month
- ◆ conveyance charges of Rs 2,000/- per month for their regular visits to villages in their coverage area
- ◆ AC-2 tier rail fare by shortest route or by public transport if asked to travel outside their headquarters
- ◆ Halting Allowances on deputation to places outside headquarters @ Rs. 500/- per diem for Metro/Urban centres, Rs 350/- per diem for Semi Urban centres & Rs 250/- per diem for Rural centres.

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Mumbai – 400021.

GENERAL MANAGER

Date: 24th December, 2009

6. Permanent Employee Identification No. in the Employer Bank

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7. Date of Retirement:

		/			/					
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(DD/MM/YYYY)

8. Grade/Scale from which retired: (Tick under appropriate column)

MMGS-II	MMGS-III	SMGS-IV	SMGS-V

9. Name & Address of the Bank/Branch wherefrom receiving pension:

District																						
State																						
Contact No. with STD Code																						

10. Date of Birth :
(DD/MM/YYYY)

		/			/					
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Age as on (01-04-2010): Years Months
(Should not be more than 62 years as on 01-04-2010)

11. Category (SC/ST/OBC/GEN):

12. Educational Qualifications:

13. Last 3 assignments covering minimum 5 years period (prior to the date of retirement)

<u>ASSIGNMENT</u>	<u>OFFICE/BRANCH</u>	<u>FROM</u>	<u>TO</u>

14. Languages Known:
(Tick the appropriate box)

Read Write Speak Understand

- a)..... () () () ()
- b)..... () () () ()
- c)..... () () () ()
- d)..... () () () ()

15. Declaration:

I hereby declare that:-

- a. I retired from the Bank's service on attaining superannuation and not under Voluntary Retirement Scheme or Exit Option Scheme.
- b. No punishment /penalty was inflicted on me during five years of my service in.....Bank preceding my retirement.
- c. No case of CBI or any other Law Enforcement Agency is pending against me and
- d. I am physically fit to carry out duties of the Channel Management Facilitators including continuous village visits.

I further declare that all statements made in this application are true, complete and correct to the best of my knowledge and belief. I understand that in the event of any information being found untrue or incorrect at any stage or my not satisfying any of the eligibility criteria according to State Bank of India, my candidature is liable to be cancelled.

Place:

Signature

Date:

Name of the Candidate
(in Block Letters)

Signature of

Shri.....Verified

(Signature & Seal of the BM
of the pension disbursing Br)

CERTIFICATE OF THE EMPLOYER BANK

Information furnished hereinabove by the candidate (Full Name) Shri/Smt.....Grade..... who has retired from this Bank on attaining superannuation on have been verified with his/her Service file/record and found to be correct except the following, as they are not verifiable from the Service Record. While in the Bank's service, his/her integrity was beyond doubt. There is nothing on record that may render the candidate prima facie ineligible for the post of CMF.

- a)
- b)
- c)

Place:

(Signature & Seal of the
Competent Authority *)

Date:

Name & Address of the Bank

* Officer not below the rank of Assistant General Manager in the HR Department/Regional Office/Head Office or Corporate Office of the employer Bank)

(Application without Employer Bank Certificate will not be considered)