

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/201 / 13-14/ 105 dted, the 21.09.13

To

All Heads of SSAs,

Tamil Nadu Circle.

Sub: Spread of BSNL active Point of sale in the market - reg

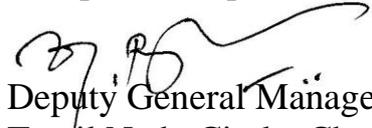
Ref:C.O. lr no 10-16/2010-SCM-CM /dted 20.09.2013

The Key point of Project Vijay is to strengthen the sales network to achieve the Customer base and revenue on sustainable basis.

It is learnt that so many areas are not covered by the BSNL retailers. Hence efforts should be made by the FMs/RMCs/RMs by visiting all BTS area so that sufficient numbers of retailers are available in each BTS area.

In this regard, all AGM (sales) are requested to send the number of retailers in each BTS area and requested to monitor the appointment of retailers in the uncovered rural/urban areas.

Compliance report in this regard may be sent to this office.


Deputy General Manager (Sales-CM),
Tamil Nadu Circle, Chennai.

Copy to:

1. All AGM (sales-CM), TN circle.