

**Maharashtra State Agricultural Marketing Board, Pune**  
**Plot No. R-7, Market Yard, Gultekadi, Pune 411037**  
**Tel – 020-24528100/24528200**  
**Website : [www.msamb.com](http://www.msamb.com)**  
**Email : [md@msamb.com](mailto:md@msamb.com) / [domestic@msamb.com](mailto:domestic@msamb.com)**

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### **APPOINTMENT OF TRADE REPRESENTATIVES (Agriculture)**

Maharashtra State Agricultural Marketing Board (MSAMB), Pune is established under Maharashtra Agricultural Produce Marketing (Development & Regulation) Act, 1963. MSAMB being an apex body has important role in developing, coordinating and promoting the activities of the agricultural marketing in Maharashtra, and shouldering the responsibility of planning for its growth and development. MSAMB's mandate includes establishment of forward linkages to end markets to promote trade and e-trade of agricultural produce, both within and outside the country.

MSAMB hereby invites applications from eligible Indian nationals for appointment as “**Trade Representative-Agriculture**” (7 Posts) purely on short term contract basis initially for the period of 6 months which can be further extended as per requirement of MSAMB. The place of work will be New Delhi (Delhi), Chandigarh (Punjab), Jaipur (Rajasthan), Kolkata (West Bengal), Patna (Bihar), Lucknow (Uttar Pradesh) and Guwahati (Assam).

The interested candidates should send their applications along with all the necessary documents in pdf format by email addressed to Managing Director, MSAMB, Pune on [md@msamb.com](mailto:md@msamb.com) and copy to [domestic@msamb.com](mailto:domestic@msamb.com) within 30 days from the date of advertisement.

For more details such as, educational qualification, experience, remuneration, role and responsibilities, Terms and Conditions of Service Contract Agreement etc. please visit our website [www.msamb.com](http://www.msamb.com)

**MANAGING DIRECTOR**

**Maharashtra State Agricultural Marketing Board, Pune**  
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**No. of posts:** 7

**Place of Work:** New Delhi (Delhi), Chandigarh (Punjab), Jaipur (Rajasthan), Kolkata (West Bengal), Patna (Bihar), Lucknow (Uttar Pradesh) and Guwahati (Assam).

**Educational qualifications:** Bachelors/Masters degree in Agricultural preferably with M.B.A. in Marketing Management/Agri-Business Management from recognized university.

**Experience:** Minimum 5 years post qualification experience in the field of Agricultural Marketing/ Bulk purchase/sale of agricultural produce/Agricultural exports etc.

**Other requirement:** Proficiency in using Computer tools, such as MS Office, Internet, Email etc. and should be fluent in English, Hindi and local language of preferred state.

**Remuneration:** Rs. 40,000/- per month (Fixed and All inclusive)

**Role and Responsibilities:**

- To develop the alternative direct supply chain /value chain for interstate marketing of the agriculture produce from Maharashtra in the State/s suggested by Maharashtra.
- To liaison and coordinate with state marketing board, state government and state agencies of the respective states for successful interstate marketing activities.
- To study and fulfill the legal formalities required for interstate marketing if any as per provision of respective state/s act and rules and/or Govt. of India act and rules.

- To assess the potential for direct wholesale and retail trade of agriculture produce important to Maharashtra such as Onions, Grapes, Pomegranates, Banana, Oranges, Raisins, Alphanso and Kesar Mangoes etc.
- To do all kind of documentation related to interstate trade of agriculture produce and to do necessary follow up for settlement of sales proceeds issues.
- To develop interaction and dialogue with concerned APMC Officials, Wholesale Traders, Traders Association in respective state/s.
- To Collect, Compile and analyze relevant market information.
- To coordinate amongst the FPCs from Maharashtra for supply of agricultural produce as per demand in the assigned state/s.
- To fulfill any other work/responsibility assigned by MSAMB.

**Deliverables of TR (Agri.):**

1. TR (Agri.) shall help MSAMB to market all types of agricultural produce of Maharashtra in assigned state.
2. TR (Agri.) shall create and exercise successful orders for the available agro produce at the best possible profitability. He should ensure the payments of goods sold in assigned state market.
3. TR (Agri.) shall provide monthly schedule to MSAMB for availability / supply / procurement of material for further shipment to assigned state considering the appropriate forecasting of market demand and supply.
4. TR (Agri.) shall to set up supply chain throughout assigned involving all possible government agencies, private logistics etc.
5. TR (Agri.) shall coordinate the visits of the designated FPC Officials, representatives of MSAMB etc. to assigned state, if MSAMB informs about their planning to visit exhibitions/ trade events, meetings with officials of the assigned state.
6. In addition to fixed remuneration of Rs. 40,000/- per month from MSAMB, TR (Agri.) can charge @ 1% (ONE PERCENT) on every successful and profitable shipments net consignment value towards service charges from supplier FPC/ Co-operative Marketing Society. For this purpose, he should submit the claim for the same to MSAMB with all the supporting documents. After necessary scrutiny of the claim/s MSAMB will direct the concerned FPC/Co-operative Marketing Society to settle the claim.
7. TR (Agri.) has to provide orders on fixed rate and guaranteed remittance terms. Hence he/she will be solely responsible for any losses incurred due to inability to sell, market rate fluctuations or for any reasons whatsoever.
8. TR (Agri.) should help to integrate interstate trade between Maharashtra and assigned state through e-NAM or any other authorized e-platform.
9. During period of service contract, no order shall be processed independently by TR (Agri.) with any other trading organization from Maharashtra. It will be termed as conflict of interest and the contract will be liable to terminate.

The person selected to work as a **Trade Representative-Agriculture** (TR- Agri.) will have to sign the Service Contract Agreement with MSAMB. The above deliverables of TR (Agri.) will be subject to modifications/alterations at the time of entering into service contract agreement with MSAMB on case to case basis.